

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

950



FROM: Community Health Agency/Department of Public Health

SUBMITTAL DATE:
June 16, 2005

SUBJECT: Approve Sole Source Agreement for Medical Education Technologies, Inc. (METI) for the Purchase of Emergency Care Simulators (ECS) and Related Equipment

RECOMMENDED MOTION: That the Board of Supervisors:

- 1) Pursuant to the applicable County Code 459.4, authorize the Purchasing Agent to purchase four Emergency Care Simulators (ECS), four Disaster Medical Readiness (DMR) Learning Modules, and four Trauma/Disaster Casualty Kits from METI without securing competitive bids, in an amount not to exceed \$350,526.

BACKGROUND: On October 7, 2003 (item 3.25a), the Board accepted the FY03 State Homeland Security Grant Program Part II Supplemental Appropriation. However, the State Office of Homeland Security suspended funding for the purchase of four (4) Human Patient Simulators (HPS) pending approval from a federal review committee. On April 27, 2005 the Department of Public Health was notified that the purchase of the four HPS was approved by this committee. After conducting research on existing HPS available for purchase, the DOPH is proposing to purchase the Emergency Care Simulator (ECS); this is the HPS produced by METI. The METI ECS is an exact anatomic and physiologic replica of a human being. The

continued

Susan D. Harrington
Susan Harrington, Director of Public Health

DKS:lm

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 350,526	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

SOURCE OF FUNDS: 100% Funding by the State Homeland Security Grant Program	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

Dan Martiny

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

Prev. Agn. Ref.: 10/07/03 (3.25a) | **District:** ALL | **Agenda Number:**

3.9

Departmental Concurrence

Purchasing: *Madeline*
Asst. Director

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BACKGROUND: continued

METI Standard Man, known as "Stan", is an interactive simulated patient capable of manifesting human medical emergency scenarios and can recognize and respond to medication and treatment. The DOPH is proposing to purchase four of the ECS mannequins to conduct emergency response training for the medical, public health and first responder communities.

In addition to the four ECS mannequins, DOPH is proposing to purchase four Disaster Medical Readiness (DMR) Learning Modules and for Trauma/Disaster Casualty Kits. "Stan" has more than a dozen different WMD scenarios, including biological, chemical, radiological injuries and illnesses as well as traumatic injuries consistent with car bombs, dirty bombs, and explosions with chemical exposures. There is no other mannequin on the market that allows for such complete WMD awareness and education.

JUSTIFICATION: The ECS can be tailored to any clinical experience level, from the most basic to the highest expertise. This ability allows the DOPH to offer education and training to a wide variety of healthcare practitioners, including Community Emergency Response Team (CERT) members, Law Enforcement, Fire Fighters, Emergency Medical Technicians (EMT) and Paramedics. In-hospital personnel can include security officers for awareness, Lab Technicians, Respiratory Therapists, Licensed Vocational Nurses (LVN), Registered Nurses (RN), Nurse Practitioners, Physician Assistants, Physicians, Surgeons, and Anesthetists. These mannequins will also be used for training pharmacists; including Riverside County's Pharmacy Emergency Response Team (PERT) members. "Stan" automatically monitors the pharmacokinetics and pharmacodynamics of intravenous and inhaled medications.

The METI ECS has already proven to be an invaluable tool which is now utilized regularly by the Department of Homeland Security (DHS), Texas Engineering Extension Service (TEEX), The Center for Domestic Preparedness (CDP), the U.S Department of Energy (DOE), the Nation Guard Civil Support Teams, the Federal Emergency Management Agency (FEMA), and by leading universities across the country.

The future of emergency medicine in response to a WMD or natural disaster must include all levels of clinicians and a wide variety of agencies. Response to such events must become standardized and automatic. To increase the likelihood of such a standardized response, training must be made consistent and readily available. The METI ECS will allow the DOPH to develop appropriate curricula and to deliver it to community partners across the County.

The DOPH will locate the four ECS mannequins with accompanying modules at strategic locations throughout the County. Exact locations are still under discussion, but will likely include a location in the desert, Riverside County Regional Medical Center, American Medical Response (AMR) – Riverside, and the Department of Public Health.

PRICE REASONABLENESS: The vendor states that prices offered are the lowest prices offered to any comparable customer. In fact, instead of the typical 7% discount that METI offers to customers purchasing the ECS with grant funds, the CHA was able to obtain a 10% discount. Although the other HPS on the market (Laerdal Medical Corporation) costs approximately \$36,500 less per unit than the ECS, its deficiencies make it far less valuable for training,

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PRICE REASONABLENESS: continued

particularly for personnel with higher levels of formal training, including emergency department physicians, surgeons and pharmacists. In addition, the Laerdal HPS requires more staff investment to run a training program. Assuming a conservative estimate of 288 hours of classroom instruction per year (eight 8 hour Basic Disaster Life Support classes, eight 16 hour Advanced Disaster Life Support classes, and four 24 hour EMS Operations and Planning classes), the METI ECS would more than pay for itself in approximately 24 months. This estimate assumes that for a class of 50 participants using all four mannequins, the METI ECS would require only two instructors, while the Laerdal HPS would require 8 instructors.

REVIEW/APPROVAL: The proposed agreement was reviewed and approved by the County Purchasing Agent.