

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

818



FROM: Purchasing and Fleet Services Department

SUBMITTAL DATE:
August 16, 2005

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 (60) months with Beckman Coulter in the amount of \$638,726.40.

BACKGROUND: Riverside County Regional Medical Center's clinical laboratory currently owns one (1) Hematology analyzer and rents another from Abbott Laboratories. These analyzers do not have the capabilities to process several tests, and in particular, body fluids, which aids in the diagnosis of various blood related 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 test required. The current analyzers reliability is questionable due to the downtime incurred by the laboratory.

Departmental Concurrence

(Continued on Page 2)


for **ROBERT HOWDYSHELL, Director**
Purchasing and Fleet Services Department

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 95,808.96	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	FY 05/06

SOURCE OF FUNDS: Enterprise Funds	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



- Dep't Recomm.: Policy
- Per Exec. Ofc.: Policy
- Consent
- Consent

Prev. Agn. Ref.:

District:

Agenda Number:

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FORM 11: MULTI-YEAR EQUIPMENT RENTAL AGREEMENT
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BACKGROUND (CONTINUED)

Because of these factors, it was determined by the hospital that new analyzers featuring the latest technology was required. After reviewing various options, the hospital has chosen to enter into a 60 month reagent rental contract rather than purchase the equipment because of changing technology in the marketplace.

Under this proposal, the County will rent two (2) new analyzers, which will allow the hospital's laboratory to become more efficient and provide better patient care. It was determined that with the new analyzer technology the hospital will save an annual estimated cost of \$35,000 over the proposed 60 month agreement due to less reagents and labor. With the new technology the lab will be well equipped to handle the increased test volume.

PRICE REASONABLENESS

Request for Proposal's #PUARC626 soliciting bids for hematology analyzers was issued on March 10, 2005 and closed on April 12, 2005. Bids were sent to five (5) vendors and advertised on the Internet. The County received five (5) proposals ranging from \$621,552.60 to \$840,361.80, however after further investigation of the proposals it was determined that three (3) vendors were deemed non-responsive. The two (2) remaining bids ranged from \$638,726.40 to \$840,361.80 for the 60 month period. They were responsive in that their equipment is capable of performing all testing of body fluids as required in the RFP. Beckman Coulter was the low bid. Beckman's offer requires the Medical Center to enter into a five (5) year reagent rental agreement. The cost of the agreement includes equipment, reagents, and service.

REVIEW/APPROVAL

The proposed procurement was reviewed by County Counsel.

FORM 11 ATTACHMENT SUMMARY DATA

CONTRACT

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

LEASE

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

PURCHASE

- Sole Source
- Other Than Low Bid
- Change Order

User Department: RCRMC Laboratory

Vendor/Lessor Name: Beckman Coulter, Inc.

Vendor/Lessor Location: Brea, California

Selection Committee Member Names (RFP's Only) Purchasing-Kenneth Perry, Linda Little Laboratory- Donald Johnson and Martin Bol County Purchasing- Earnie Fields

Minority Status: M W DV None

Local Preferences Applied: Yes No
 Effected Award? Yes No

Applicable Board Policy # California Code 459.4

Comments: Beckman Coulter was the low bid.

RFQ/RFP Process:

Date Mailed: 03/10/05
 Response Date: 04/12/05
 # of Responses: Five
 # of Qualified Responses: Two

Bidding Process:

Bid Range: \$621,552.60 TO \$840,361.80
 Local Bid Range: \$ 0 To: \$ 0
 Responsive and
 Responsible Bid Range: \$638,726.40 To \$840,361.80
 Local Preference Award Cost \$
 Local Preference FYTD: Cost \$

5%

**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)

**BECKMAN COULTER INSTRUMENT PROGRAM REAGENT AGREEMENT RECAP FOR
RFP #PUARC626 HEMATOLOGY ANALYZERS, REAGENTS AND SERVICE FOR 60-
MONTHS**

<u>Equipment Description</u>	<u>Quantity</u>	<u>Monthly Payment</u>	<u>Annual Total</u>
#6605731 LH 750 Hematology System	2	\$5,888.80	\$70,665.60
#6605633 Slidemaker	1	Included	Included
Reagents			
Reagents and Consumables	69 Kits	\$4,756.64	\$57,079.63
Service			
Two (2) Hematology Analyzers	2	Included	Included
One (1) Slidemaker	1	Included	Included
		\$10,645.44	\$127,745.28
		Total Cost 60-Months	\$638,726.40

RFP #PUARC626
 CLOSE DATE: 4/12/05
 BUYER: 02 EARNIE FIELDS
 REPORT DATE: 8/16/05