

408

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



FROM: Riverside County Regional Medical Center

SUBMITTAL DATE:
March 21, 2006

SUBJECT: PROPOSED PURCHASE OF AN UPGRADE TO THE WIRELESS TELEMETRY EQUIPMENT, WITHOUT SEEKING COMPETITION, FOR RIVERSIDE COUNTY REGIONAL MEDICAL CENTER.

RECOMMENDED MOTION: That the Board of Supervisors:

Receives and files notice of the proposed purchase of an upgrade to the wireless telemetry equipment, without seeking competition, in accordance with Ordinance No. 459.4, in the amount of \$296,178.57 to Philips Medical Systems, pursuant to the Purchasing Agent approving this purchase on behalf of the County.

BACKGROUND: The increased census of patients at Riverside County Regional Medical Center (RCRMC) has resulted in an increased wait time for telemetry beds. The current wireless telemetry in use at RCRMC is a combination of analog and digital equipment manufactured by the current vendor Philips Medical, originally acquired through a competitive bid process. RCRMC needs upgrades to the original equipment, and needs additional telemetry units.

(Continued – 2 pages total)

Douglas D. Bagley

Douglas D. Bagley, Hospital Director

Purchasing: *[Signature]*
Assistant Director

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 17,991.62	In Current Year Budget:	YES
	Current F.Y. Net County Cost:	\$	Budget Adjustment:	NO
	Annual Net County Cost:	\$	For Fiscal Year:	05/06

SOURCE OF FUNDS: ENTERPRISE FUND	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]*

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

TO: BOARD OF SUPERVISORS

DATE: 3/01/06

SUBJECT: PROPOSED PURCHASE OF AN UPGRADE TO THE WIRELESS TELEMETRY EQUIPMENT, WITHOUT SEEKING COMPETITION, FOR RIVERSIDE COUNTY REGIONAL MEDICAL CENTER. **Page 2**

BACKGROUND (Continued):

To address the risk from outside interference and comply with the Federal Communications Commission (FCC) regulations to replace the current telemetry system with Wireless Medical Telemetry Service (WMTS) free of interference, RCRMC will be upgrading to this new WMTS system. RCRMC will thus be in compliance with the November 2005 FDA recommendations for Medical Telemetry Systems as well as protecting its frequency band from any interference that could lead to possible compromise of patient safety.

Philips Medical has agreed to upgrade RCRMC existing equipment and software with digital wireless telemetry that is protected from interference and compliant with regulatory guidelines. In addition, it will save RCRMC \$103,928.51 or 26% cost reduction of a newly installed system. This system will not interfere with other network infrastructure and will operate within the protected WMTS frequency band.

This upgrade will allow RCRMC to improve patient care and safety by using the protected WMTS frequency band; and allow for future expansion of hospital's wireless telemetry, without major investment, enabling the RCRMC to increase capacity by adding wireless bedside monitors at any inpatient units, including but not limited to the Emergency Department.

PRICE REASONABLENESS:

The County received maximum discount for the purchase by being a member of GPO Med Assets, a hospital group purchasing organization that contracts with hospital capital equipment manufacturers on behalf of more than 400 hospitals. The County received discounts equal to comparable customers. This discount represents a 20% savings.

FINANCIAL IMPACT:

All costs for this Agreement will be provided from RCRMC Enterprise Funds.

The current fiscal year cost for three months is seventeen thousand nine hundred ninety-one dollars and sixty-two cents (\$17,991.62).

The total cost for this project will be observed over a 60 month period ending 2011 is two hundred ninety-six thousand one hundred seventy eight dollars and fifty-seven cents (\$296,178.57).

CONCUR/EXECUTE: County Purchasing

Date:

From: Department / Agency:

To: Board of Supervisors

Via: Purchasing Agent

Subject: Sole Source Procurement Request for:

Supply / Service being requested : **Wireless Telemetry Equipment**

Supplier being requested: **Philips Medical**

Alternative suppliers that can or might be able to provide supply / service: **RCRMC presently is using Philips telemetry equipment. There are other suppliers of this equipment such as Welch Allyn, but the cost to replace everything necessary to become compliant with FDA recommendations would be prohibitive.**

Extent of market research conducted: **We are doing an upgrade and expansion to RCRMC's present telemetry system, through our present supplier, versus purchasing everything new.**

Unique features of the supply/service being requested from this supplier which no alternative supplier can provide: **RCRMC is receiving a 26% cost reduction by upgrading versus a newly installed system.**

Reasons why my department requires these unique features and what benefit will accrue to the County: **Cost savings by upgrading through present supplier and compliance with FDA recommendations to hospitals for Medical Telemetry Systems.**

Price Reasonableness: **The County received Med Assets GPO pricing which represents a 20% savings over normal pricing to comparable hospitals.**

Does moving forward on this product or service further obligate the County to future similar contractual arrangements: **No**

Department Head Signature


Date

Purchasing Department Comments

Approve

Approve with Comments

Disapprove


Purchasing Agent

5/24/05
Date