

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

119



**FROM:** Riverside County Regional Medical Center(RCRMC)

**SUBMITTAL DATE:**  
10/10/06

**SUBJECT: APPROVAL OF THE AGREEMENT WITH HANGER PROSTHETICS & ORTHOTICS, INC.**

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

- 1) Pursuant to applicable California Code, approve the agreement between Hanger Prosthetics & Orthotics, Inc., and RCRMC, without securing competitive bids, in accordance with Ordinance 459.4;
- 2) Authorize the Chairman to execute the agreement;
- 3) Authorize the Purchasing Agent to renew the Agreement annually on behalf of the County for up to three (3) additional one year periods, not to exceed \$180,000.00 annually.
- 4) 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:** RCRMC surgeons require a contractor to provide orthotic and prosthetic patient care services with a trained and experienced critical care service provider. In addition to emergency 24 hour service, the contractor is required to provide non-emergency inpatient and follow-up services, including consultations, patient evaluations, and orthotic and prosthetic rehabilitation service. Hanger Prosthetics & Orthotics has provided these services for RCRMC patients as the County awarded contractor since December, 2001.

DB/cm

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

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 180,000.00	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	06/07

<b>SOURCE OF FUNDS:</b> Hospital 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** *Debra Courmyer*

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

Policy   
Policy

**Prev. Agn. Ref.:** | **District:** | **Agenda Number:**

ATTACHMENTS FILED  
WITH THE CLERK OF THE BOARD

3.9

Purchasing: *[Signature]*  
Director

Departmental Comments

**SUBJECT:**

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**JUSTIFICATION:**

Patients requiring specialized orthopedic surgical intervention require utilization of specialized prosthetic equipment. Because of the expertise developed and obtained by Hanger through their years of experience, the physicians at RCRMC recognize Hanger as the preferred contractor to provide the specially trained staff and required technology for the broad scope of services at the hospital. All Orthotists/Prosthetists providing services at RCRMC apply and qualify for appointment as an Allied Health Professional, as specified in RCRMC's Medical Staff Bylaws. The Orthotists/Prosthetists provided by Hanger for services at RCRMC have met these qualifications and have been appointed as Allied Health Professionals. Hanger is the most experienced provider in the area of Halo frames with the ability to provide timely. This timely service is critical for the treatment of spine injuries. Hanger's facilities are located throughout Riverside County providing access and availability for comprehensive patient follow-up.

**PRICE REASONABLENESS:**

Hanger Prosthetics & Orthotics, Inc. has offered the same rates since 2001, and was identified as the lowest and most responsive/responsible contractor for these services based on the competitive bids and qualifications received in 2001. Hanger's proposed rates are equivalent to Medi-Cal rates for the procedures billed and are discounted 30 to 60 % off of their charges.

**REVIEW/APPROVAL:**

Purchasing and County Counsel have reviewed and concur with this request.



*Memorandum*

October 10, 2006

**To:** Riverside County Board of Supervisors

**From:** Douglas D. Bagley, Chief Executive Officer  
Riverside County Regional Medical Center

**Via:** Riverside County Purchasing Agent

**Subject:** **Sole Source Procurement: Request for a new Agreement between Hanger Prosthetics & Orthotics, Inc. and Riverside County Regional Medical Center.**

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The below information is provided in support of my Department requesting approval for a sole source. Please note that outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: **Professional Service for orthotic and specialized prosthetic patient care services and products.**

Supplier being requested: **Hanger Prosthetics & Orthotics, Inc.**

Alternative suppliers that can or might be able to provide supply/service: **None located within this geographic area with all the experience and expertise.**

Extent of market search conducted: **Internet, other local hospitals.**

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: **Contractor has the most experience with Halo frames and critical care patients with spinal injuries. Contractor has personnel, that have qualified and been appointed as an Allied Health Professional at County. Contractor has the most facilities located through-out Riverside County.**

Reasons why my department requires these unique features and what benefit will accrue to the county: **Experienced critical care providers of Halo frames are necessary for the timely treatment of patients with spinal injuries. Other contractor's personnel do not meet the training and experience qualifications to apply for appointment as an Allied Health Professional with the County. Reasonable access to follow-up services are**

required for the most comprehensive patient care. Because of the the expertise and experience, the physicians at RCRMC recognize Hanger as the preferred contractor to provide the specially trained personnel and required technology for the services at the hospital.

Price Reasonableness: Hanger Prosthetics & Orthotics, Inc. has offered the same rates since 2001, and was identified as the lowest and most responsive/responsible contractor for this service based on the competitive bids and qualifications received in 2001. Hanger's proposed rates are equivalent to Medi-Cal rates and are discounted 30 to 60 % off their list price.

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

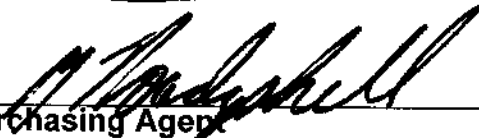
  
\_\_\_\_\_  
Department Head Signature  
Purchasing Department Comments:

10/12/06  
\_\_\_\_\_  
Date

Approve

Approve with Condition/s

Disapprove

  
\_\_\_\_\_  
Purchasing Agent

10/19/06  
\_\_\_\_\_  
Date