

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

205



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
March 26, 2007

**SUBJECT: PURCHASE OF UPGRADE TO FETAL MONITORING SYSTEM, WITHOUT  
SEEKING COMPETITIVE BIDS**

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

- 1). Receives and files notice of the proposed purchase of services, hardware, and software to upgrade the hospital's Fetal Monitoring System, without seeking competitive bids, in accordance with Ordinance No. 459.4, in the amount of \$217,220.50, to Philips Medical Systems, pursuant to the Purchasing Agent approving this purchase on behalf of the County.

**BACKGROUND:** Riverside County Regional Medical Center (RCRMC) is currently utilizing Philips fetal monitors and data management system, and has a total investment in this equipment of \$608,270.00. The last purchase of equipment was November 2004 through a competitive bid process on PUARC486. As patient census has continued to grow and live births have increased significantly in the past three (3) years, it is necessary to upgrade the current technology and purchase additional equipment. This proposed upgrade will enhance and expand RCRMC's current capabilities while keeping pace with patient growth; thereby, ensuring safe patient care and standardization of equipment.  
(Continued on page 2)

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

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 11,989.82	In Current Year Budget:	YES
	Current F.Y. Net County Cost:	\$	Budget Adjustment:	NO
	Annual Net County Cost:	\$	For Fiscal Year:	06/07

**SOURCE OF FUNDS: ENTERPRISE FUND**

Positions To Be Deleted Per A-30

Requires 4/5 Vote

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

County Executive Office Signature *Delia Couinger*

Reviewed by  
**CIP TEAM**

Purchasing Assistant Director

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

**3.50**

**SUBJECT: PURCHASE OF AN UPGRADE TO THE FETAL MONITORING  
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**PRICE REASONABLENESS:**

The County received maximum discount for the purchase by being a member of Group Purchasing Organization (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 25% savings.

**FINANCIAL IMPACT:**

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

The current fiscal year cost for three months is eleven thousand nine hundred eighty-nine dollars and eighty-two cents (\$11,989.82).

The total cost for the 60 month period ending 2012 is two hundred seventeen thousand two hundred twenty dollars and fifty cents (\$217,220.50).

**CONCUR/EXECUTE:** County Purchasing



*Memorandum*

March 26, 2007

**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 Fetal Monitor Upgrade**

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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:** OB fetal monitor and data management upgrade

**Supplier being requested:** Philips Medical Systems

**Alternative suppliers that can or might be able to provide supply/service:** None

**Extent of market search conducted:** RFP in August 2004

**Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Proprietary software/interface with existing fetal monitors and data management system. RCRMC currently owns \$608,270.00 of Philips Fetal Monitoring and Date Management equipment of which this purchase will expand current capabilities.

**Reasons why my department requires these unique features and what benefit will accrue to the county:** Standardization and familiarity of system for nursing documentation.

**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 25% savings on additional equipment purchased and 50% on upgraded equipment.

**Does moving forward on this product or service further obligate the county to future similar contractual arrangements?** The ongoing annual maintenance cost, but that would be true of any equipment purchased. However, the proposed expansion of the OB Fetal Monitoring and Data Management System should meet the department needs for the next 10 to 12 years.

*D. Bagley*  
Department Head Signature

3/29/07  
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

*M. De...*  
Purchasing Agent

4-2-07  
Date

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