

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

204



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
March 27, 2007

**SUBJECT: PURCHASE OF A PEDIATRIC FOREIGN BODY REMOVAL SET**

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

1) Receives and files notice of the proposed purchase of a pediatric foreign body removal set, without seeking competition, in accordance with Ordinance No. 459.4, in the amount of \$59,344.77, to Karl Storz Endoscopy-America, Inc., pursuant to the Purchasing Agent approving this purchase on behalf of the County.

**BACKGROUND:** Riverside County Regional Medical Center (RCRMC) is currently utilizing Karl Storz adult foreign body removal instrumentation in the operating room. Pediatric patients are transferred or diverted to other hospitals due to the lack of specialized equipment. RCRMC is seeking to purchase Karl Storz Pediatric Foreign Body Removal Set, to ensure compatibility and standardization of equipment used throughout the hospital and reduce pediatric patient transfers.

(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:	\$ 3,275.63	In Current Year Budget:	YES
	Current F.Y. Net County Cost:	\$	Budget Adjustment:	NO
	Annual Net County Cost:	\$	For Fiscal Year:	06/07

<b>SOURCE OF FUNDS: ENTERPRISE FUND</b>	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 Counger*

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

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

**3.51**

Purchasing: *[Signature]* Assistant Director

Department of Contracting

**SUBJECT: PURCHASE OF A PEDIATRIC FOREIGN BODY REMOVAL SET**  
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**BACKGROUND (continued)**

In addition, Karl Storz Endoscopy America, Inc., is the only manufacturer of this specialized instrumentation with optical ventilating pediatric bronchoscopes, optical foreign body forceps, which assist anesthesiologists with pediatric breathing without the use of anesthesia equipment. This purchase will expand the hospital's current pediatric patient capabilities, while ensuring safe patient care through standardization of equipment.

**PRICE REASONABLENESS:**

The County will receive 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 three thousand two hundred seventy-five dollars and sixty-three cents (\$3,275.63).

The total cost for the 60 month period ending 2012 is fifty-nine thousand three hundred forty-four dollars and seventy-seven cents (\$59,344.77).

**CONCUR/EXECUTE:** County Purchasing



**Memorandum**

March 27, 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 Foreign Body Removal Set**

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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:** Pediatric Foreign Body Removal Set

**Supplier being requested:** Karl Storz Endoscopy-America, Inc.

**Alternative suppliers that can or might be able to provide supply/service:** None that can supply the extensive instrumentation that Karl Storz can.

**Extent of market search conducted:** Internet search, and vendor interviews.

**Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Broader range of instrumentation and will work with existing ancillary equipment. This is the only manufacturer with optical ventilating pediatric bronchoscopes, optical foreign body forceps, and where the anesthesiologist can still assist child with breathing without the use of an anesthesia machine.

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

**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.

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

*R. Bagley*  
Department Head Signature

3/29/07  
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

*[Signature]*  
Purchasing Agent

4-2-07  
Date

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