

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

351



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
December 3, 2007

**SUBJECT: PROPOSED PURCHASE OF EXPANDING THE UPGRADE OF THE  
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 expanding the upgrade of the telemetry equipment, without seeking competition, in accordance with Ordinance No. 459.4, in the amount of \$147,086.56 to Philips Medical Systems, pursuant to the Purchasing Agent approving this purchase on behalf of the County.

**BACKGROUND:** On April 18, 2006, agenda item 3.16, and September 12, 2006, agenda item 3.52, the Board of Supervisors approved the proposed purchase of an upgrade to the wireless telemetry equipment at Riverside County Regional Medical Center (RCRMC) without seeking competition. This request is to obtain additional equipment needed to meet our growing workload, and to complete the networking of the wireless telemetry patient monitoring system throughout the hospital.

(Continued – 2 pages total)

*Douglas D. Bagley*

Douglas D. Bagley, Hospital Director

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 16,355.00	In Current Year Budget:	YES
	Current F.Y. Net County Cost:	\$	Budget Adjustment:	NO
	Annual Net County Cost:	\$	For Fiscal Year:	07/08

**SOURCE OF FUNDS: ENTERPRISE FUND**

Positions To Be Deleted Per A-30   
Requires 4/5 Vote

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

APPROVE

BY: *Debra Courmoyer*  
Debra Courmoyer

**County Executive Office Signature**

Dept't Recomm.:  Consent  Policy   
Per Exec. Ofc.:  Consent  Policy

Prev. Agn. Ref.:

District:

Agenda Number:

**3.50**

Purchasing: *M. Seller*  
Mary Seller, Assistant Director

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

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**BACKGROUND (Continued):**

Prior approvals allowed RCRMC to upgrade the wireless telemetry system for the Detention Care Unit (DCU) and Progressive Care Unit (PCU) at the hospital. In addition, RCRMC established a separate central telemetry monitoring station room with dedicated 24 hours, seven days per week monitoring telemetry technicians. In turn, this central telemetry monitoring station room and staff provided the foundation for expanding RCRMC's wireless telemetry to the other medical surgical inpatient units throughout the hospital, such as Medicine 4A, 4B, 4C, Surgical Specialties 3A, General Surgery 3C, including the Emergency Department.

This networking component will allow the central monitoring stations within the hospital to communicate, enabling RCRMC to preserve a patient's physiological monitoring records as they move from one care unit to another. It is a sole source acquisition because it is an extension of the existing system, and will improve patient care, safety and patient flow for the hospital.

**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 33% savings.

**FINANCIAL IMPACT:**

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

The current fiscal year cost for six months is sixteen thousand three hundred fifty-five dollars (\$16,355.00).

The total cost for this project will be observed over a 60 month period ending 2012 is one hundred forty-seven thousand eighty-six dollars and fifty-six cents (\$147,086.56).

**CONCUR/EXECUTE:** County Purchasing



## Memorandum

December 5, 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 Wireless Telemetry Equipment**

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:** Wireless Telemetry Equipment

**Supplier being requested:** Philips Medical Systems

**Alternative suppliers that can or might be able to provide supply/service:** None. This is an expansion of our existing Philips telemetry system which was Board approved on April 18, 2006, agenda item 3.16, and September 12, 2006, agenda item 3.52

**Extent of market search conducted:** N/A


**Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** RCRMC has purchased \$1,339,367.67 of Philips telemetry equipment within the last year. This final networking component will allow the central monitoring stations within the hospital to communicate and enable us to preserve a patient's physiological monitoring records as they move from one care unit to another.

**Reasons why my department requires these unique features and what benefit will accrue to the county:** Standardization, improved patient care, safety and patient flow for the hospital.

**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 33% savings on additional equipment purchased.

**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.

  
\_\_\_\_\_  
Department Head Signature


12/10/07  
\_\_\_\_\_  
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

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

12-5-07  
\_\_\_\_\_  
Date

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