

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

360



**FROM:** Fire

**SUBMITTAL DATE:** April 30, 2008

**SUBJECT:** Sole Source Purchase of Bone Injection Guns from Tri Anim

**RECOMMENDED MOTION:** Move that the Board of Supervisors authorize the sole source purchase of Bone Injection Guns from vendor Tri Anim in the amount of \$40,000 for support of County of Riverside Fire Department Paramedic Program without obtaining bids in accordance with Ordinance 459.4

**BACKGROUND:** Intra Osseous (IO) infusion which allows paramedics vascular access via the bone when peripheral access is not available has been part of expanded scope of practice for years. Manual devices have historically been utilized with fair results. Recently we have had an increase in documented failures of our current manual IO device and have explored some options. With advances in technology, there are new automated type devices which make IO access much easier to perform with higher success rates. We have evaluated the current devices and found the most cost effective and easiest to utilize is the Bone Injection Gun (B.I.G.).

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John R. Hawkins, County Fire Chief

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	Budget Adjustment:	No
	Annual Net County Cost:	For Fiscal Year:	N/A
<b>SOURCE OF FUNDS:</b> General Fund 19% Structural Fire Tax 46% Contract Revenue 35%			Positions To Be Deleted Per A-30 <input type="checkbox"/>
			Requires 4/5 Vote <input type="checkbox"/>

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

APPROVE  
  
BY: Robert Tremaine  
Robert Tremaine

**County Executive Office Signature**

Purchasing:   
Billy Cornett, Purchasing Manager  
Department Concurrence

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

3.25

**TO:** BOARD OF SUPERVISORS

**DATE:** April 30, 2008

**SUBJECT:** Sole Source Purchase for  
Bone Injection Guns from Tri Anim

**PAGE:** 2

**BACKGROUND (continued):**

The B.I.G. Bone Injection Gun offers some unique advantages over our current manual devices and other mechanical devices currently available.

The BIG is a mechanical, spring loaded device, requiring no electrical or battery components. Devices requiring charging and or batteries create some unique difficulties that are faced based on how and where the device is stored and used. The device is stored in a drug box on our fire engines where plug in type charging is not an option and battery powered options are not fully reliable due to extreme temperature variations within these compartments.

The BIG has a shelf life of 5 years; our current I.O. needles have a shelf life of 18 months and need to be replaced at that point.

The BIG has compact and sterile packaging which easily fits into our current boxes and bags.

The BIG is a safe device which prevents accidental discharge and reduces the chances for an accidental needle stick to the user.

**PRICE REASONABLENESS:**

The total order amount of the bid quote received by Tri-Anim for this product is 25% off the vendor's list price. Taking into consideration the extended shelf life of 3.5 years over the current device utilized by the Fire Department, which is a shelf life of 18-months along with the increased accuracy delivered to patient care this purchase will be beneficial to providing better service to our customers.

**Date:** 04/30/2008

**From:** John R. Hawkins **Department/Agency:** Fire

**To:** Board of Supervisors

**Via:** Purchasing Agent

**Subject:** Sole Source Procurement-Request for Bone Injection Gun

The below information is provided in support of the Fire Department requesting approval for a sole source vendor. 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:**

We are requesting to purchase 300 adult and 300 pediatric Bone Injection Guns (BIG) as well as some associated training equipment needed for implementation throughout the County. These devices will allow us Intra Osseous (IO) access when peripheral IV access is not available.

**Supplier being requested:**

The Bone Injection Gun (B.I.G) is manufactured solely by Wais Med and sold exclusively through Tri Anim, a medical supply company.

**Alternative suppliers that can or might be able to provide supply/service:**

None. Manufactured solely by Wais Med and sold exclusively through Tri Anim.

**Extent of market search conducted:**

We have conducted quite a bit of market research for different IO devices and have identified 3 different types: manual, spring loaded, and battery operated screw device. The manual devices are brands and manufacturers are Cook and Jamshidi. These manual devices are currently utilized by County Fire and in many instances have proved unreliable due to multiple failures during attempted use. They also have a limited shelf life of 18 months.

Spring Loaded units available the Big Injection Gun which Fire is seeking to purchase and Fast Access to Sternal Tuberosity (FAST). The FAST is currently only approved for use in the sternum which is not an approved site within the County. Benefits to the Big Injection Gun are outlined in this document.

The battery operated manufactured device is the EZ Intra Osseous. The EZ IO has some disadvantages as outlined in this document; it is a battery operated non-rechargeable, replaceable battery. The packaging is large and the cost is nearly double of the BIG.

**Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:**

The B.I.G. has several features which set it apart from other Intra Osseous devices currently on the market.

The BIG is a mechanical spring loaded device, requiring no electricity or battery components. Devices requiring charging and or batteries create some unique difficulties that we face based on how and where the device is stored and used. The device is stored in a drug box on our fire engines, where plug in type charging is not an option and battery

powered options are not fully reliable due to extreme temperature variations within these compartments.

The BIG has a shelf life of 5 years; our current I.O. needles have a shelf life of 18 months and need to be replaced at that point.

The BIG has compact and sterile packaging which easily fits into our current Drug Boxes and bags.

The BIG is a safe device which prevents accidental discharge and reduces the chances for an accidental needle stick to the user.

**Reasons why the Fire Department requires these unique features and what benefit will accrue to the county:**

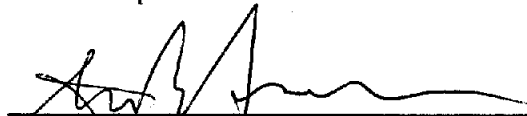
An IO needle is currently mandated by County EMS Agency for all Advanced Life Support Units operating in the County. The benefit to the County is that our current manual needles cost \$46.61 and need to be used or replaced within 18 months. The BIG offers a 5 year shelf life at cost of \$52.00 each. This in the long run will actually provide a substantial cost savings to the County due to the longer shelf life.

**Price Reasonableness:**

The total order amount of the bid quote received by Tri-Anim for this product is 25% off the vendor's list price. Taking into consideration the extended shelf life of 3.5 years over the current device utilized by the Fire Department, which is a shelf life of 18-months along with the increased accuracy delivered to patient care this purchase will be beneficial to providing better service to our customers.

**Does moving forward on this product or service further obligate the county to future similar contractual arrangements?**

Not anticipated at this time.

  
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Department Head Signature

5/12/08  
\_\_\_\_\_

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

  
\_\_\_\_\_

Purchasing Agent

5-5-08

\_\_\_\_\_

Date