

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

523



FROM: Riverside County Regional Medical Center, (RCRMC)

SUBMITTAL DATE:
8/20/08

SUBJECT: Approve the Agreement between Riverside Friendly Neurology, Inc. and RCRMC

RECOMMENDED MOTION: That the Board of Supervisors ratify and:

1. Approve the agreement with Riverside Friendly Neurology, Inc., to provide intra-operative Spinal Cord monitoring services for a maximum amount not to exceed \$135,000. annually; and
2. Authorize the Purchasing Agent to renew the Agreement annually on behalf of the County for up to four (4) additional years not to exceed \$135,000 annually; and
3. Direct the Clerk of the Board to retain one original and return two (2) original copies of the amendment to RCRMC - Contract Administration for further distribution and processing.

BACKGROUND: The new intra-operative monitoring services are requested by RCRMC's surgeons for the Spinal Cord monitoring of patients while in surgery. These services include experienced and trained certified neurophysiologic technicians, the equipment to perform intra-operative studies and Board Certified neurologists who provide real-time reading.

DB\cm

Ellie Bennett For Doug Bagley
 Douglas D. Bagley, Hospital Director
 Ellie Bennett, Chief Operating Officer

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 135,000.00	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	08/09

SOURCE OF FUNDS: Hospital Enterprise Funds	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION: APPROVE
 BY: *Debra Cournoyer*
 Debra Cournoyer

County Executive Office Signature

- Policy
- Policy
- Consent
- Consent

Dept's Recomm.:
Per Exec. Ofc.:

Prev. Agn. Ref.: ATTACHMENTS FILED WITH THE CLERK OF THE BOARD
 District: Agenda Number:

3.38

Departmental Concurrence

Purchasing: Mark Seiler, Assistant Director

SUBJECT: Approve the Agreement between Riverside Friendly Neurology, Inc. and RCRMC

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BACKGROUND (Continued):

Riverside Friendly Neurology, Inc. certifies and trains their own technicians and provides for a full time reading center which ensures that surgeons always have access to the most qualified technicians. In addition to providing the trained technicians and equipment through this agreement the Contractor provides for each case to be read real-time by a Board Certified neurologist with a fellowship in Neurophysiology. The current intra-operative monitoring contractor does not provide for physician interpretation or the technicians with the same level of training and experience.

JUSTIFICATION:

Riverside Friendly Neurology provides specialized physicians to assist RCRMC attending surgeons under the physician contract agreement with Haider Spine Center Medical Group. This arrangement affords the hospital access to physicians that have met RCRMC's medical credentialing requirement and provide the level of expertise needed for the Spinal Cord monitoring for the Spine Surgical Services provided at RCRMC.

PRICE REASONABLENESS:

The Contractor will bill and collect for all private insurance payers. The hospital will pay for all other cases at a cost of \$250.00 per hour. The current awarded contractor cost for technician and equipment only is \$150.00 per hour and does not provide the quality of care standard required. The overall annual cost is estimated at the same amount with the new contractor billing and collecting for private insurance payer cases.



Memorandum

August 20, 2008

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 Intra-Operative Spinal Cord Monitoring**

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 it self justification for sole source.

Supply/Service being requested:

Intra-operative spinal cord monitoring to include equipment, certified neurophysiologic technician, and remote connection for the hospital's Attending Spine Surgeon to Contractor's offsite Board Certified Neurologist to provide real-time reading to assist in the interpretation and monitoring while Spine surgery is in progress.

Supplier being requested:

Riverside Friendly Neurology, Inc.

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

None identified

Extent of market search conducted:

Internet and physician recommendation

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

Riverside Friendly Neurology, Inc. provides the specialized physicians who provide interpretation to assist RCRMC attending surgeons under the physician contract agreement with Haider Spine Center Medical Group. This arrangement affords the hospital access to physicians that have met RCRMC's medical credentialing requirement and provide the level of expertise needed for the Spinal cord monitoring for the Spine Surgical Services provided at RCRMC. As a result of this arrangement this provider can offer RCRMC the intra-operative remote connection to a Board certified neurologist with a fellowship in neurophysiology along with the equipment and certified technician.

Reasons why my department requires these unique features and what benefit will accrue to the county:

To ensure RCRMC is providing safe and quality patient care the addition of physicians trained in Spinal Cord monitoring for interpretation of the intra-operative studies is required for the large volume of difficult spine surgeries performed.

Price Reasonableness:

The Contractor is billing and collecting for the equipment and technician services provided from all private insurance payers. The hospital will pay for all others at a cost of \$250.00 per hour. The current awarded contractor cost for technicians and equipment only is \$150.00 per hour and does not provide the level of expertise required. In addition, the overall annual cost is estimated to be the same as the current vendor for the enhanced service as a result of Riverside Friendly Neurology billing and collecting from private insurance payers.

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

No

Ellie Bennett for Darcy Bagley

8/22/08

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

[Signature]

Purchasing Agent

8-22-08

Date