

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

213



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
June 7, 2010

**SUBJECT:** Approval of the Sole Source Procurement of One (1) Noelle S575 Tetherless Maternal and Neonatal Birthing Simulator.

**RECOMMENDED MOTION:** That the Board of Supervisors:  
Approve and authorize the County Purchasing Agent to make the Sole Source purchase of One, (1) Noelle S575 Tetherless Maternal and Maternal and Neonatal Birthing Simulator from Gaumard Scientific Co., Inc. in the amount of \$55,812.44.

**BACKGROUND:** Labor & Delivery, Post Partum, and Newborn Nursery Units require a Training Simulator to hold mock code emergency drills. In the past, RCRMC has borrowed a simulator from Arrowhead Regional Medical Center to hold training sessions. The simulator from Arrowhead Regional Medical Center Arrowhead is no longer available. During the past two years, RCRMC Quality Management and OB Department have had incidents which required actions plans for improvement. Included in those actions plans were implemented processes to hold regular staff training related to OB emergencies with specific emphasis on Dystocia deliveries and maternal hemorrhage.

Departmental Concurrence

*Douglas N. Bagley*  
\_\_\_\_\_  
Douglas Bagley, Hospital Director

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$	In Current Year Budget:	No
	Current F.Y. Net County Cost:	\$	Budget Adjustment:	Yes
	Annual Net County Cost:	\$55,812.44	For Fiscal Year:	9/10

<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  
BY: *Debra Cournoyer*  
Debra Cournoyer  
County Executive Office Signature

Purchasing: *Mark Seiler*  
Mark Seiler, Assistant Director

Dept's Recomm.:  Consent  Policy

Per Exec. Ofc.:  Consent  Policy

**Prev. Agn. Ref.:** | **District:** 5 | **Agenda Number:**

3.33

**PRICE REASONABLENESS:** Gaumard Scientific Company, Inc. is the Sole source of the Noelle S575 Tetherless Maternal and Neonatal Birthing Simulator. Gaumard Scientific Company, Inc. is adding an additional two year extended warranty at no additional cost. The County is receiving discounts equal to other comparable customers.



**Memorandum**

June 3, 2010

**To:** Riverside County Board of Supervisors

**From:** Douglas D. Bagley, Chief Executive Officer *DB For DB*  
Riverside County Regional Medical Center

**Via:** Riverside County Purchasing Agent

**Subject:** **Sole Source Procurement: Request for: Noelle S575 Tether less Maternal and Neonatal Birthing Simulator**

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:** Noelle Maternal & Neonatal Birthing Simulator, Wireless Streaming Audio for Noelle, Extended Warranty to cover the 2<sup>nd</sup> and 3<sup>rd</sup> year of ownership, and Noelle Maternal & Neonatal Birthing Torso

**Supplier being requested:** Gaumard Scientific Company

**Alternative suppliers that can or might be able to provide supply/service:** None. Gaumard Scientific Company is the sole manufacturer and distributor of this simulator as attached in the documentation provided by the vendor.

**Extent of market search conducted:** Internet, periodical from Jone Tiffany, RNC-OBN Stanford University, and Abbott Northwestern Hospital Simulation

**Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Standard features now include both programmable hemorrhage using simulated blood and cauterization with flow of simulated urine.

**NOELLE® features**

- Includes Newborn HAL®
- Control NOELLE® and Newborn HAL® at distances up to 100 meters

- Each smoothly transitions between physiologic states in response to commands from a wireless PC
- Airway, breathing and circulation
- Vertex, breech and C-section deliveries
- Shoulder dystocia and PPH
- Dynamic prenatal monitor
- Maternal and neonatal vital signs monitors
- Control NOELLE® between rooms and floors of buildings
- NOELLE® smoothly transitions between physiologic states in response to commands from a wireless PC
- Use Gaumard scenarios or quickly generate our own
- Blood pressure and oxygen saturation can be taken bilaterally using REAL equipment
- Multiple heart and respiratory sounds
- Pulses are continuous and synchronized with ECG
- Speech and convulsions
- Caregiver actions time stamped and logged
- Evaluate actions with a single click and insert notes in a real time performance log

**NOELLE®'s Newborn HAL® features**

Breathing and pulses

Color and vital signs that is responsive to hypoxic events and interventions

Physiologic modeling and trending

**Normal Vaginal & Instrumented Delivery**

Fetus descends and rotates internally as it moves down the birth canal

Extensible birth canal with catheterization and programmable hemorrhage

Fetal external rotation aligns shoulders with birth canal

New fetal head skin for use with most vacuum devices and forceps

### **Shoulder Dystocia**

Use delivery Profile Control to specify exactly when the “turtle sign” will occur and how long you allow students to deal with this dilemma

Relieve dystocia using suprapubic pressure, McRobert’s maneuver, posterior arm sweep, fetal rotation or “elbows/knees” position

### **Intrapartum Modeling or Trending**

Use our physiologic model that controls skin color and vital signs

Trend color and vital signs as you wish

New “branching” scenarios

### **File Sharing**

Provide students with images such as ultrasound images, CT scans, lab results, or even multimedia presentations as the scenario progresses

### **Breech Delivery**

Practice vaginal breech deliveries

Learn to free the legs using Pinard maneuver

Once delivered the neonate may require resuscitation

Change maternal vital signs or fetal heart tones during the scenario

### **C-Section**

Special abdominal cover has tissue layers students can dissect

Practice delivery of either vertex or breech presentation

Change vital signs and fetal heart tones with this or any other scenario “on the fly”

### **Episiotomy Repair**

Deliveries may require an episiotomy to prevent an uncontrolled tear of the vulva

These reusable repair modules also feature tears of the labia and periurethra

### **Postpartum Hemorrhage and Fundal Massage**

This postpartum uterus bleeds through cervical os and cervix

The uterus can be massaged and it shrinks. Instructor then reduces bleeding

Programmable PPH with flow from refillable internal tank

### **Airway**

Oral and nasal intubation

Use an ET tube or LMA

Uni or bilateral chest rise

Multiple upper airway sounds

**Breathing**

Control rate/depth of respiration

Ventilation is measured and logged

Independent left and right lung sounds

Breath sounds

**Circulation and color change**

Multiple heart sounds, rates, intensities

Chest compressions measured/logged

Blood pressure and IV

Color, vital signs, and motion respond to hypoxic events and interventions

Umbilical, brachial, and scalp pulses operate continuously

Pulse strengths vary with blood pressure and pulses are synchronized with ECG

**More Newborn Features**

Crying and convulsions

View ECGs with physiologic variations generated in real-time

Conductive skin regions

Apply real electrodes

Vigorous cry synchronized with breathing

Programmable arm motion

Bowel sounds

Great for APGAR scoring

**Reasons why my department requires these unique features and what benefit will accrue to the county:** Labor & Delivery, Post Partum, and Newborn Nursery Units are in need of a training simulator in order to hold mock code emergency drills. In the past two years, RCRMC Quality Management and the OB Department have had incidents occur which required action plans for improvement. Included in those action plans were implemented processes to hold regular staff training related to OB emergencies with specific emphasis on Dystocia deliveries and maternal hemorrhage. In the past, RCRMC has borrowed a simulator from Arrowhead Regional Medical Center to hold these training sessions. Unfortunately, this

simulator is no longer available to loan and RCRMC would like to pursue this purchase of a new simulator to ensure patient care is not jeopardized.

RCRMC is proud to be a "teaching Hospital" focusing on the immediate and long term needs of our patients. By training and debriefing together immediately after each drill, we can add value to our teaching programs by building patient safety concepts of "Team Training" into the care practices of the next generation of providers. RCRMC needs to be at the forefront of patient safety training to decrease risk and ultimately improve outcomes. Trained staff will reduce the risk of lawsuits and lengthy litigation processes and possible financial loss to the County of Riverside, and should be considered a long term investment.

**Price Reasonableness:** A two-year extended warranty will be added which extends the term of Gaumard's standard one-year limited warranty for two additional years. Accordingly, under this two-year extended warranty offer, Gaumard warrants that if the simulator proves to be defective in material or workmanship within three years from the date on which the product is shipped from Gaumard to RCRMC, Gaumard will repair or replace the simulator at no additional cost to the Hospital. Total purchase price for all components is \$55,812.44 which will be reimbursed by Risk Management through the JV Process.

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

Ellie Bennett For Don Bagley \_\_\_\_\_ 6/3/10 \_\_\_\_\_  
Department Head Signature Date

Purchasing Department Comments:

Approve                      Approve with Condition/s                      Disapprove

Mark [Signature] \_\_\_\_\_ 6/3/2010 \_\_\_\_\_  
Purchasing Agent Date