

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

440



**FROM:** Fire


**SUBMITTAL DATE:**  
December 21, 2011

**SUBJECT:** Sole Source Purchase and Professional Service Agreement with Priority Dispatch Corporation

**RECOMMENDED MOTION:** Move that the Board of Supervisors:

1. Approve the sole source purchase of Electronic Medical Dispatch Software, Maintenance and Licensing from Priority Dispatch Corporation not to exceed \$181,313; and
2. Approve and authorize the Purchasing Agent to execute one year agreement with Priority Dispatch Corporation for licensing and system maintenance not to exceed \$29,630 annually without seeking competitive bids, which includes an option to renew the agreement for four (4) additional one (1) year periods; and
3. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to exercise the renewal option, based upon availability of fiscal funding, and to sign amendments that do not change the substantive terms of the agreement, including amendments to the compensation provision that do not exceed the annual CPI rates; and
4. Authorize the Purchasing Agent to sole source purchase additional Software Stations and increase maintenance costs accordingly during the contract period as deemed operationally necessary and funded by the Fire Department, not to exceed \$50,000.

**BACKGROUND:** Continued on Page 2

  
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John R. Hawkins, County Fire Chief

**FINANCIAL DATA**

Current F.Y. Total Cost:	\$ 181,313	In Current Year Budget:	Yes
Current F.Y. Net County Cost:	\$ 45,328	Budget Adjustment:	No
Annual Net County Cost:	\$ 7,408	For Fiscal Year:	11/12

<b>SOURCE OF FUNDS:</b> General Funds 25%, Structural Fire Taxes 31%, Contract Revenue 44%	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

**County Executive Office Signature**

- Consent
- Policy
- Consent
- Policy

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

3.34

Purchasing:  Mark Sellen, Assistant Director  
Departmental Concurrence

**BACKGROUND: (Continued)**

On July 26, 2011, Agenda item 3.1, the Board of Supervisors directed the Emergency Medical Services (EMS) Agency to review the County's medical dispatch procedures. In addition a Board workshop was held on October 17, 2011, in which Electronic Medical Dispatch was discussed. In response to this the Riverside County Fire Department has looked at expanding our current system to include Electronic Medical Dispatching (EMD).

Fire utilizes the Northrop Grumman Altaris Computer-Aided Dispatch (CAD) system in accordance with our contract with the California Department of Forestry and Fire Protection (CALFire). The Priority Dispatch Corporation ProQA product is the only EMD package that will fully integrate with the Altaris CAD at no additional costs to the County. The ProQA product is working very well at four other CALFire Emergency Command Centers. This product would require no modification to the current Altaris CAD Software System and the installation could be performed by the Department.

The software package would consist of an initial purchase of approximately \$181,313 and would have an annual cost of \$29,630. The annual cost is for yearly maintenance which includes licensing, system updates and training. We realize in the future, we may need additional Software Stations and maintenance (licensing). The maximum need we foresee is seven (7) additional Stations at an estimated cost of \$45,195 or \$6,457 per station. In addition to this sole source initial purchase and maintenance, we are requesting the sole source purchase authorization to expand if necessary up to seven (7) additional stations along with their maintenance within our contract period.

The proposed sole source software package enhancement to our current CAD system would allow EMS providers to immediately identify the nature of the emergency call. The information gathered from the caller will be utilized to help initiate effective pre hospital treatment prior to first responder arrival. With the information gathered, the caller will be given precise guided instructions that will assist the caller with the medical emergency and give the first responders information that will help prepare them once they arrive on scene.

**PRICE REASONABLENESS:**

The County is receiving a 10% discount off the governmental price for combining both the medical and fire modules of the ProQA Software Program.

This product would not require additional modifications to our Altaris CAD system.

Date: December 21, 2011

From: John R. Hawkins, Fire Chief Department/Agency: Fire

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for Electronic Medical Dispatch Software

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

1. **Supply/Service being requested:** Electronic Medical Dispatch (EMD) Software
2. **Supplier being requested:** Priority Dispatch Corporation
3. **Alternative suppliers that can or might be able to provide supply/service:** All other alternative suppliers would require a modification to our current Altaris CAD system. We do not have the funding or authorization from Northrop Grumman for additional modifications at this time.
4. **Extent of market search conducted:** We contacted Northrop Grumman to determine what EMD software systems would be compatible with the Altaris CAD that would require no system modifications.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Currently County Fire, under contract with CALFire, utilizes the Northrop Grumman Altaris CAD software system in our Emergency Command Center for dispatching. This CAD system provides a no cost interface to only the Priority Dispatch Corporation's ProQA Electronic Medical Dispatch software. This is the only software in which an interface is available with no modification to the current Altaris CAD system and no additional cost to the County.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** Due to the current economic climate, we do not have additional funding available to complete modifications to our current Altaris CAD system. We only have funding available for this software purchase; which is already compatible with our current system. All other systems would require modifications to our current Altaris CAD system.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Priority Dispatch Corporation is extending a ten (10%) percent discount for the ProQA Software Program. This product would not require additional modifications to our Altaris CAD system.
8. **Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain).** There will be an ongoing maintenance costs, which includes licensing and future trainings. This cost is 29,630 for the first two years and 22,587 for the last three years. It will increase slightly if we add stations.
9. **Period of Performance:** January 2012 to January 2013; renewable in one year increments for five (5) years.

  
**Department Head Signature**  
Purchasing Department Comments:

12/21/11  
**Date**

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$181,313

One time

\$29,630

Annual Amount through 12-31-2016



12-22-11

12-335 & 12-336

**Purchasing Agent**

**Date**

**Approval Number**  
(Reference on Purchasing Documents)