

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

166



FROM: Riverside County Regional Medical Center


SUBMITTAL DATE:
February 25, 2013

SUBJECT: Approval of Verathon Medical Inc. as Sole Source vendor for four BladderScan® BVI 9400 and four BVI Rolling Carts for Riverside County Regional Medical Center (RCRMC).

RECOMMENDED MOTION: Move That the Board of Supervisors:

- 1) Authorize the Chairman of the Board to approve (4) Each BladderScan® BVI 9400 and four BVI Rolling Carts
- 2) Authorize the Purchasing Agent, in accordance with Ordinance No. 459, to sign amendments that do not change the substantive terms of the agreement for up to ten percent the maximum contract amount.

(cont. on Page 2)


Douglas D. Bagley, Hospital Director

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 59786.64	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost FY:	\$ 0	For Fiscal Year:	12/13
SOURCE OF FUNDS: Enterprise Fund			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

County Executive Office Signature

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

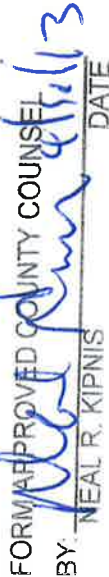
Prev. Agn. Ref.:

District: A11

Agenda Number:

3-48

ATTACHMENTS FILED
WITH THE CLERK OF THE BOARD

FORM APPROVED COUNTY COUNSEL
BY: 
NEAL R. KIPNIS
DATE: 2/26/13

Purchasing: 
Mark Seiler, Assistant Director

SUBJECT: Approval of Verathon Medical Inc. as Sole Source vendor for four BladderScan® BVI 9400 and four BVI Rolling Carts for Riverside County Regional Medical Center (RCRMC).

BACKGROUND: In an effort to reduce the frequency of hospital acquired infections, specifically, Catheter Associated Urinary Tract Infections (CAUTI), RCRMC has reviewed and recommended that a bladder scan is completed prior to inserting a catheter. According to a best practice review, studies indicate that the use of a non-invasive BladderScan to determine whether a catheter is needed will reduce the risk of infection to the patient, as well as reducing trauma and discomfort to the patient. Currently, RCRMC has only one BladderScan Ultrasound machine.

After an interdisciplinary review, it was determined that four additional BladderScan Units would increase utilization of the device thus reducing the overall catheter placement utilization rate. Under new payment guidelines, hospital acquired infections will not be reimbursable items. Purchase of the four BladderScan Units will reduce the risk of infection and would essentially reduce unreimbursed costs associated with Catheter Associated Urinary Tract Infections (CAUTI).

Verathon owns the trademark registration, patent and is the only authorized distributor of the BladderScan ® BVI 9400 and BVI Rolling carts. The reason the BVI 9400 was chosen is that the scanner does not require additional training such as would be required for a multi-purpose scanner which would require a sonographer to operate the device. Verathon does make one other ultrasound machine, the BVI 9600, which in addition to bladder scanning, also measures the diameter of the abdominal aorta to rule out an abdominal aneurysm. The price would increase approximately \$3000.00 per unit for those devices. Essentially, the reason a single purpose unit is made and sold is due to the device being user friendly, not requiring extensive training as would otherwise be required for more sophisticated machines. To go beyond the capabilities of the 9400 or 9600 would require additional expenditure and specialized training. Purchasing this device would require no further investment in the training of our staff as they have already received the education and are competent in the use of the BVI 9400.

PRICE REASONABLENESS:

The price that is being offered to RCRMC includes a bulk discount of \$7,082.00 and is equal to or lower than what is offered to other Hospitals and Government agencies.

FINANCIAL IMPACT:

Hospital Enterprise Funds

REVIEW/APPROVAL:

County Counsel and County Purchasing

DB:rs



Memorandum

March 1, 2013

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: (4) BladderScan® BVI 9400 and (4) BVI Rolling Carts

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.

1. **Supply/Service being requested:** (4) Each BladderScan® BVI 9400 and (4) BVI Rolling Carts
2. **Supplier being requested:** Verathon Medical Inc.
3. **Alternative suppliers that can or might be able to provide supply/service:** None. Verathon owns the trademark registrations, patent and is the only authorized distributor of the BladderScan® BVI 9400 and (4) BVI Rolling Carts
4. **Extent of market search conducted:** Government Purchasing Organizations (GPO), Internet and trade journals.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Verathon BladderScan® has a dedicated PEDS mode which is not available on other bladder scan equipment. The reason the BVI 9400 is chosen for use at RCRMC is that it does not require a sonographer to operate all other ultrasound units are more complex and require specialized training. RCRMC staff have already completed training on this particular device and it can be operated by our staff nurses. Verathon Medical Inc. owns the trademark registration, patent and is the only authorized distributor of the BladderScan® BVI 9400 and BVI Rolling Carts.

6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** Utilizing the Verathon BladderScan® provides non-invasive ultrasound to determine if inserting a catheter is necessary which in turn, reduces the risk of infections. This improves the quality of care delivered to the patient reducing their length of stay and the amount of care that will not be reimbursed. RCRMC will not be reimbursed for any hospital acquired condition.
7. **Price Reasonableness:** The price that is being offered to RCRMC includes a bulk discount and is equal to or lower than what is offered to other Hospitals and Government agencies.

Verathon BladderScan® BVI 9400	\$14,990.00 (4) Each	\$59,960.00
BVI Rolling Carts	\$ 520.00 (4) Each	\$ 2,080.00
	BULK DISCOUNT	\$(7,082.00)
	Subtotal	\$54,958.00
	Shipping and Handling	\$ 400.00
	Subtotal	\$55,358.00
	8% Tax	<u>\$ 4428.64</u>
	Total	\$59,786.64

8. **Does moving forward on this product or service further obligate the county to future similar contractual arrangements?** None

9. **Period of Performance:** One time purchase


 Department Head Signature

3/28/13
 Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$59,786.64

x One Time Purchase


 Purchasing Agent

4-8-13
 Date

13-423
 Approval Number
 (Reference on Purchasing Documents)



BladderScan BVI-9400 Proposal

To: Riverside County Regional Medical Center

Quote #: RCRM CBD3

Expiration Date: 2/28/2013

Payment Terms: NET 30 Days

Shipping Method: FedEx Ground

Please Fax Purchase Order to: 866-579-5081

Attention to: Geoff Woods

Please Call: # 949-939-3646 for any Questions

Email: gwoods@verathon.com

Qty	Item #	Description	Unit Price	Line Total
4.0	0270-0404	BladderScan® BVI 9400 - Bladder Volume Instrument System Includes Standard First Year Warranty & In-Service Training	\$ 14,990.00	\$ 59,960.00
4.0	0800-0322	BVI 9400 Rolling Cart	\$ 520.00	\$ 2,080.00
4.0		BULK DISCOUNT (PO must be received by 2/28/2013)		\$ (7,082.00)



Subtotal \$ 54,958.00

Shipping & Handling \$ 400.00

Tax (assuming 8% rate) \$ 4,428.64

Total \$ 59,786.64

Thank you for your support!

 **BladderScan®**

VERATHON MEDICAL

www.verathon.com

CORPORATE HEADQUARTERS

20001 North Creek Parkway Bothell, WA 98011