

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

843



FROM: Fire

SUBMITTAL DATE:
October 8, 2014

SUBJECT: Purchase of the EZ-IO® Intraosseous Infusion System from Arrow International Inc. without Seeking Competitive Bids; All Districts; [\$ 95,000]; General Fund 33%, Prop 172 and Structural Fire Taxes 27%; Contract Reimbursement 40%

RECOMMENDED MOTION: That the Board of Supervisors approve and authorize the Purchasing Agent to issue a one-time Purchase Order for EZ-IO® Intraosseous Infusion Systems from Arrow International Incorporated for a total amount of \$95,000, without seeking competitive bids, in accordance with Ordinance 459.

BACKGROUND:

Summary
Continued on Page 2

Glenn Patterson, Deputy Chief of Admin for
John R. Hawkins, Fire Chief

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 95,000	\$ 0	\$ 95,000	\$ 0	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$ 31,350	\$ 0	\$ 31,350	\$ 0	

SOURCE OF FUNDS: General Fund 33%; Prop 172 & Structural Fire Taxes 27%; Contract Reimbursement 40%	Budget Adjustment: N/A
	For Fiscal Year: 14/15

C.E.O. RECOMMENDATION:

APPROVE

BY
Tina Grande

County Executive Office Signature

MINUTES OF THE BOARD OF SUPERVISORS

- Positions Added
- Change Order

- A-30
- 4/5 Vote

Prev. Agn. Ref.:

District: All

Agenda Number:

3-18

Departmental Concurrence

Purchasing: Mark Seiler, Assistant Director

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA
FORM 11: Sole Source Purchase for the EZ-IO® Intraosseous Infusion System from Arrow
International Inc.; All Districts; [\$ 95,000]; General Fund 33%, Prop 172 and Structural Fire Taxes
27%; Contract Reimbursement 40%**

DATE: October 8, 2014

PAGE: 2 of 2

BACKGROUND:

Summary (continued)

The use of intraosseous (IO) access devices has become a vital tool in the pre-hospital environment over the last 4-5 years. In situations where intravenous access is difficult or is unable to be obtained, IO access is able to provide a route for fluid and medication administration. Intraosseous access is indicated for adults and pediatrics anytime vascular access is difficult to obtain in emergent, urgent or medically necessary cases. These cases include, but are not limited to: cardiac arrest, respiratory failure/arrest, multisystem trauma with hypovolemia, or vascular collapse due to severe dehydration.

The Fire Department is requesting a single sole source purchase with Arrow International Inc. for the EZ-IO® System. After an extended trial in the Temecula and Norco areas, it was determined that no other device on the market meets the reliability of the Arrow International Inc. EZ-IO® system. Our current system has an estimated failure rate of 30% and has only two (2) sites approved for insertion. The EZ-IO® has an estimated failure rate of 5% and has five (5) sites approved for insertion. The Riverside County EMS Agency (REMSA) is recommending the EZ-IO® as a standard for all providers. It will give reliability in gaining access to the vascular system of patients. This system is used approximately 200 to 300 times per year and is estimated to increase in future years. It is imperative that the Fire Department has the most reliable system available.

This initial purchase will provide the Department the ability to issue EZ-IO® systems to every Advance Life Support staffed Fire Station. During implementation, the Department will work with our current contracted medical supplier to provide the EZ-IO® system to the Fire Department.

Impact on Citizens and Businesses

The citizens of Riverside County may receive the benefit of this additional medical device being available in a medical emergency. The EZ-IO® system provides a better route for fluid and medication administration where intravenous access is difficult.

SUPPLEMENTAL:

Additional Fiscal Information

The Department will expend \$ 95,000 in FY 14/15. The initial purchase and replenishment costs for the needle sets are included in the Department's annual medical supply budget. The costs associated with our City Partners will be recovered through a direct billing process.

Contract History and Price Reasonableness

The Arrow International, Inc. EZ-IO® System is proprietary and currently has no distributors. The Riverside County Medical Center does not have a contract for an EZ-IO® System. The Fire Department has contacted other medical supply vendors and has confirmed the product is currently only distributed by Arrow International, Inc. Arrow International, Inc. is offering the necessary Power Driver Drills at no costs; with a total savings of \$27,435 or a discount of 24% on the total order. The Fire Department is receiving the same discounted pricing as provided to other government agencies.

Date: October 8, 2014

From: Deputy Chief Glenn Patterson for Chief John R. Hawkins Department/Agency: FIRE

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for EZ-IO® Equipment

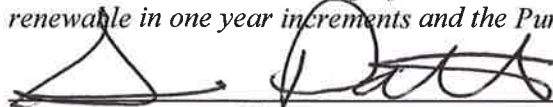
The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

- 1. Supply/Service being requested:** EZ-IO® Equipment. This equipment is used to gain intraosseous (IO) access on patients that intravenous (IV) access is unobtainable. Establishing IO access, our paramedics have the ability to provide fluid replacement and/or medications thru the IO.
- 2. Supplier being requested:** Arrow International Inc.; VC #2017
- 3. Alternative suppliers that can or might be able to provide supply/service:** None currently available. The EZ-IO® intraosseous system is a proprietary product sold by the Vidacare Corporation. Teleflex Incorporated has purchased the Vidacare Corporation and Arrow International is a wholly owned subsidiary of Teleflex Incorporated. Arrow International Inc. utilizes a direct sales team to sell and/or service all customers within the continental United States and Canadian markets. Arrow International Inc. is discussing distribution with Life Assist and our goal is to have all future replacement purchases through our current contract with Life Assist. In addition, Arrow International Inc. will provide the IO drills free of charge with the initial order. Saving the County \$27,435 in costs.
- 4. Extent of market search conducted:** Arrow International Inc. has no distributors to the EZ-IO® intraosseous system. Calls were made to Bound Tree Medical and Life Assist Medical to verify that the EZ-IO® product is proprietary, and they cannot distribute at this time. Arrow International Inc. is working on an agreement with Life Assist for distribution.
- 5. Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Equipment to stock paramedic workforce with new medical device. After an extended trial in the Temecula and Norco contracts, it was determined that no other device on the market meets the reliability of the EZ-IO® intraosseous system. Our current system has an estimated failure rate of 30% and the EZ-IO® has an estimated failure rate of 5%. The Riverside County EMS Agency (REMSA) is recommending the EZ-IO® as a standard for all providers.
- 6. Reasons why my department requires these unique features and what benefit will accrue to the county:** This product will allow the Fire Department to be in compliance with REMSA on new IO device. It will give reliability in gaining access to the vascular system of patients. It will also provide standardization and uniformity within the entire county EMS system, which is the goal of REMSA.
- 7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** No maintenance costs, only replacement/restock as they are used. Once initial order is placed with Arrow International Inc., our goal is to purchase restock items through our current Life Assist contract. We are also provided the necessary drills free-of-charge by completing the initial orders through Arrow International Inc. This will provide savings of \$27,435 or a 24% discount on the total initial order. The pricing quoted is the same discount pricing as provided to other government agencies.

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). No.

9. **Period of Performance:** One time initial start-up equipment purchase only.

(Provide a defined period of performance. Please note multi-year terms require Board approval, unless renewable in one year increments and the Purchasing Agent approves the terms.)




Department Head Signature **Date** 10/8/14

Purchasing Department Comments:

Approve **Approve with Condition/s** **Disapprove**

Not to exceed: \$ 95,000 **One time** Annual Amount through _____



Purchasing Agent **Date** 10-9-14 **Approval Number** 15-247
(Reference on Purchasing Documents)