

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

611



**FROM:** Riverside County Regional Medical Center

**SUBMITTAL DATE:**  
June 21, 2012

**SUBJECT:** Approval of Philips Healthcare as the Sole Source Vendor for Centralized Fetal Monitoring System Upgrade.

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Approve and authorize the Sole Source purchase of Centralized Fetal Monitoring System Upgrade from Philips Healthcare for a total amount of \$376,737, without securing competitive bids, in accordance with Ordinance 459.4.

**BACKGROUND:** Riverside County Regional Medical Center Labor and Delivery current Centralized Fetal Monitoring System was installed in 2002. Effective December 31, 2012 the system's software will cease to be supported by Philips Healthcare and due to the system's age replacement parts are not available for repairs when needed.

A centralized fetal monitoring system is utilized to monitor a baby's heart rate and rhythm and responses to contractions to ensure a baby's well being. An upgrade to the current system is more cost effective than a new system and will provide many additional best practice elements in documentation and data collection necessary for regulatory reporting.

*Douglas D. Bagley*  
Douglas D. Bagley, Hospital Director

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 376,737	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	12/13

<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

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Stone, seconded by Supervisor Benoit and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Tavaglione, Stone, Benoit and Ashley  
Nays: None  
Absent: None  
Date: July 31, 2012  
xc: RCRMC, Purchasing, RCIT

Kecia Harper-Ihem  
Clerk of the Board  
By: *[Signature]*  
Deputy

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

**3.51**

RCIT *[Signature]* 24 Jul 12  
 Kevin K Crawford, CIO  
 Departmental Concurrence

Purchasing: *[Signature]*  
 Mark Seiler, Assistant Director

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

**SUBJECT:** Approval of Philips Healthcare as the Sole Source Vendor for  
Centralized Fetal Monitoring System Upgrade.  
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**PRICE REASONABLENESS:** There is an approximate \$125,000 cost savings to upgrade the current system versus purchasing a new system based on quotes received. The hospital is receiving GPO pricing through MedAssets Contract Number MK644A.

**CONCUR/EXECUTE:** County Purchasing



June 21, 2012

To: Purchasing Agent

From: Douglas Bagley, Chief Executive Officer  
Riverside County Regional Medical Center

Subject: Sole Source Procurement; Request for: Philips as the Sole Source Vendor for  
Centralized Fetal Monitoring System Upgrade.

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:**

Hardware Upgrade for Centralized Electronic Fetal Monitoring

**2. Supplier being requested:**

Phillips-OB TraceVue

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

Other fetal monitoring systems are available but would require purchase of new equipment and would cost much more to purchase an entire new system than it will to upgrade the hardware on the existing system, already in place.

**4. Extent of market search conducted:**

n/a

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

Other fetal monitoring systems are available but would require purchase of new equipment and would cost much more to purchase an entire new system than it will to upgrade the hardware on the existing system, already in place.

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

The hardware for the current OB TraceVue (central fetal monitoring) system reached "End of Life" and became ineligible for coverage under the Phillips Service Agreement as of May 31, 2010. Since that time, the Biomed Technicians from Plant Operations have worked

with Philips Technical Support to troubleshoot and keep the system up and running as problems have occurred. This was successful until May 17, 2012 when parts could not be located to fix the current problem. Parts for the current OB TraceVue system are not available, due to obsolescence of the current version of the system. The software will cease to be supported by Philips as of December 31, 2012.

The proposed OB TraceVue system upgrade has many improvements over the previous system, including the following:

- Prenatal records are recorded in a PDF file for viewing in L&D.
- Best practice documentation including IHI bundle
- Content build from all National Standards (AAP, ACOG, AHONN, etc)
- Certified for meaningful use
- Can be interfaced with NexGen for pharmacy and lab
- Has quick view for
  - Problem list
  - Allergies
  - Lab results
  - Flag a problem (deceleration) for Provider review
  - Fetal monitoring strip shows alerts (NICHD terminology algorithm)
- Nursing documentation is based on national standards and has reminders for best practice documentation
- Built in QA reports-core measures, elective induction, medical induction, length of stay, time of rupture membranes
- Communication via built in SBAR tool
- Provider access from home (smart phone access)
- Display high alert medications
- Delivery event documentation summary including amnioinfusion, urine dip, spec exam, cervical ripening, Bakri balloon.
- Built in aldrete score for post op patients
- Includes EMTALA log
- Pre-built templates for anesthesia, operative notes and lactation
- Pre-built templates for care plan notes and med reconciliation report including outpatient, triage and admitted patients.
- Patient education templates
- Baby friendly documentation/data gathering templates

**7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:**

There is an approximate \$125,000 cost savings to upgrade the current system versus purchasing a new system based on quotes received. The hospital is receiving GPO pricing through MedAssets Contract Number MK644A.

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: Five years of software support w/applications software upgrades.

Ellie Bennett 6/22/12  
Department Head Signature Date

Purchasing Department Comments:

Approve                       Approve with Condition/s                       Disapprove

Not to exceed: \$ 376,737  One time     Annual  
Amount through \_\_\_\_\_

[Signature] 7-3-12 13-033  
Purchasing Agent Date Approval Number  
(Reference on Purchasing Documents)