



Agenda Item 37

DATE: February 24, 2015

TO: Board of Supervisors

FROM: David Pomaville, Director, Department of Public Health
Robert W. Bash, Director of Internal Services/Chief Information Officer

SUBJECT: Agreement with ElanTech, Inc.

RECOMMENDED ACTIONS:

1. Make a finding that it is in the best interest of the County to waive the competitive bidding process under Administrative Policy No. 34 under the "unusual or extraordinary circumstances" exception in order to maintain the software and support necessary for the upgrade and hosting of the hospital status reporting system.
2. Approve and authorize Chairman to execute an Agreement with ElanTech, Inc for the upgrade to the EMS hospital-to-hospital communications system software program effective February 24, 2015, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed \$161,000.

Approval of the recommended actions will allow for the upgrade of StatusNet911, which is the existing hospital-to-hospital communications system used by the emergency medical services (EMS) to coordinate hospital resources for day-to-day and disaster operations.

ALTERNATIVE ACTION:

There is no viable alternative action. If the recommended actions are not approved, the Department of Public Health's EMS Division would need to find other communication methods to coordinate hospitals throughout the EMS region during a disaster and for day-to-day operations.

ADMINISTRATIVE OFFICE REVIEW _____

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Official Action of
Board of Supervisors
Susan Bishop
Deputy

APPROVED AS RECOMMENDED

UNANIMOUS ☒ BORGES _____ MENDES _____ PACHECO _____ PEREA _____ POOCHIGIAN _____

SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

It is requested that the County suspend the competitive bidding process consistent with Administrative Policy No. 34 for unusual or extraordinary circumstances. The proposed Agreement is an upgrade and continues the maintenance and support of the StatusNet911 hospital communications software that currently resides in all hospitals in Fresno, Kings, Madera, and Tulare Counties, which can only be supported by ElanTech, Inc. Purchasing concurs with the Department's request for suspension of competition.

FISCAL IMPACT:

The proposed Agreement includes an annual maintenance and support fee of \$25,565 for the first year and includes an annual increase, which will not exceed the previous fees by the (i) lesser of three percent (3%) per year or (ii) the cumulative percentage increase in the Consumer Price Index, All Urban Consumers for the U.S., during the previous year. For purposes of estimating the cost of the proposed Agreement, the Department estimated a 3% annual increase. The proposed Agreement also includes a maximum of \$5,000 per year for additional licensure or products. Sufficient appropriations and revenue are included in the FY 2014-15 Adopted Budget of the Department of Public Health Organization 5620. The total cost of the proposed Agreement shall not exceed \$161,000.

DISCUSSION:

For many years, hospitals have been using the StatusNet911 software program to communicate in real-time between hospitals. Critical communications between hospitals occurs during multi-casualty events to alert hospitals of the incident and to assign patients to the various hospitals. StatusNet911 is also used to maintain current status and bed availability at each hospital and to advise the other hospitals of changes in hospital status and to issue emergency alerts. The StatusNet911 software resides in the emergency department of each hospital and is a critical tool used in the day-to-day operations of the EMS system.

The upgrade of StatusNet911 includes the migration of the software to a web-based system, which allows for easier system maintenance and repairs. As a result of meetings with hospitals and users of the StatusNet911 system, ElanTech, Inc. has made modifications to some of the functions of the software that are designed to improve performance and operations of the software.

The proposed Agreement replaces and updates an existing Agreement with ElanTech, Inc. and shall become effective upon approval. The proposed Agreement has an initial term of three (3) years and may be renewed for a maximum of two (2), one (1) year periods, upon written notice by the Department Director of Public Health or his/her designee, and payment of Annual Maintenance Fees. The Proposed Agreement can be terminated by the County with thirty (30) days advance written notice.

REFERENCE MATERIAL:

Agenda Item #27, August 6, 2013 – Agt. 13-467

DP:DJL:rb



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
The existing StatusNet911 product is being upgraded to the new hosted hospital status reporting system.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
ElanTech, Inc. - Michael J. Salonish - 7852 Walker Drive, Suite 425, Greenbelt, MD 20770
(301) 486-0600 x102
michael.salonish@elantech-inc.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
Annual cost of \$30,565 for 3-year term, with the option for two 1-year extensions, which includes annual maintenance and support fees, and additional optional service fees. The maximum contract amount is not to exceed \$161,000 over the possible 5-year term.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
This product currently resides in all hospital emergency departments and EMS dispatch centers throughout Fresno, Kings, Madera, and Tulare counties. The product is also integrated with the TriTech emergency dispatch computer system to provide real-time information to hospitals.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
☐ In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
☐ When the contract is with a federal, state, or local governmental agency.
☒ When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$1,000 whichever is more.
☐ When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
☐ When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
☒ When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
StatusNet911 is a hospital-to-hospital communications system and currently resides in all hospital emergency departments and EMS dispatch centers throughout Fresno, Kings, Madera, and Tulare counties. The StatusNet911 product allows staff and hospitals to manage the distribution of patients in disaster events, send alerts and notifications to other hospitals, and maintain daily hospital status information. It is a critical tool that is used daily in the EMS system.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
This product has been in use by EMS for more than 10 years and is already installed and working in hospital emergency departments and EMS dispatch centers. The existing StatusNet911 product is only being upgraded to the new hosted hospital status reporting system.

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Requested By:

Sr SPA

Title

[\[Sign\]](#) Double click!

I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

mmccann 1/20/2015 11:55:24 AM

Department Head Signature

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gcornuelle 1/20/2015 1:27:44 PM

Purchasing Manager Signature

[\[Sign\]](#) Double click!