



## Suspension of Competition Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.  
Annual Maintenance and Support and Software Hosting Services for existing StatusNet911, a web-based hospital status reporting and communications system.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
ElanTech, Inc.,  
Swati Allen, President  
6751 Columbia gateway Drive, Suite 300  
Columbia, MD 21046  
(310) 486-0600 x101  
Contracts@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.  
The term of the proposed agreement is a three-year agreement with an option of two one-year extensions, including maintenance and support fees. The cost of the StatusNet911 annual maintenance and support for year one of the contract is prorated to \$15,670. The cost for annual maintenance and support for each subsequent year is \$29,100 per year, plus the possible 3% CPI increase, for a total annual maintenance and support cost of \$76,515 over the three-year term, and \$141,066 over the potential five-year term. Also budgeted are the Additional Licenses/Services Fees in the amount of \$5,000 per year (\$25,000 for the life of the contract). The total contract fees are not to exceed \$166,066 over the possible five-year term, including contingencies.
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 Emergency Medical Services (EMS) dispatch centers throughout Fresno, Kings, Madera, and Tulare counties. The product is also integrated with the Central Square TriTech emergency dispatch computer system at EMS 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 \$2,500 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.  
StatusNet 911 is a web-hosted, hospital-to-hospital communications system that 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 system is currently being used by hospital emergency departments and EMS dispatch centers throughout Fresno, Kings, Madera, and Tulare counties. This product has been used by Fresno County EMS for over 15 years. The consistency and interoperability across neighboring agency systems is critical to EMS operations.

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Requested By:

Sr BSA

Title

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

dpomaville 12/18/2019 4:04:09 PM

Department Head Signature

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Purchasing Manager Signature

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