

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY
AND RECORD OF ACTION**

August 10, 2021

FROM

WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center

SUBJECT

Amendment with Jet Medical Electronics for Equipment Lease

RECOMMENDATION(S)

Approve **Amendment No. 4 to Contract No. 21-608** (4400013164) with Jet Medical Electronics to add telemetry monitoring equipment, increase the contract amount by \$300,000, from \$265,408 to \$565,408, and to extend the lease term from December 31, 2021 to August 26, 2022, for a total contract period of January 27, 2020 through August 26, 2022.
(Presenter: William L. Gilbert, Director, 580-6150)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Provide for the Safety, Health and Social Service Needs of County Residents.

FINANCIAL IMPACT

Approval of the recommendation will not result in the use of Discretionary General Funding (Net County Cost). The increased cost of \$300,000 is funded by State Medi-Cal, Federal Medicare, private insurances, and other departmental revenue. Funding sources may change in the future pending any legislative activity related to the repeal and/or replacement of the Affordable Care Act. Sufficient appropriation and revenue are included in the Arrowhead Regional Medical Center (ARMC) 2021-22 budget and will be included in future recommended budgets.

BACKGROUND INFORMATION

Approval of this item will allow ARMC's continued rental and expansion of electrocardiogram telemetry systems to provide critical patient monitoring of admitted patients.

This Amendment will allow ARMC to continue to expand its telemetry monitoring capabilities by extending the lease of the telemetry systems in 4-Center and 3-East units, while adding four secondary monitor systems in the nurse's station to display patient vitals. This equipment will remain leased through the term of August 26, 2022, and will provide for the safety and health needs of county residents by allowing nursing staff to receive immediate notice of critical heart rhythm changes of patients in their care.

On January 27, 2020, the County Purchasing Department approved Lease Agreement (Contract No. 4400013164) with Jet Medical Electronics, Inc. (Jet Medical) for a two-year lease of a 23 bed electrocardiogram (ECG) wireless telemetry system and related maintenance for use in the 4-Center unit of the hospital at a contract cost of \$211,923, effective January 1, 2020 through December 31, 2021. Telemetry monitoring is needed for patients admitted for cardiac issues or who have comorbidities requiring close monitoring. Telemetry monitoring allows for remote monitoring of patient heart rhythms and alerts the nursing staff to changes in patient status.

Amendment with Jet Medical Electronics for Equipment Lease August 10, 2021

On January 27, 2020, the same date the Lease Agreement (Contract No. 4400013164) was executed, the parties entered into Amendment No. 1, which modified the terms and conditions of the Lease Agreement so that they conformed to the County's standard terms. No revisions were made to the term or cost of the agreement.

On August 26, 2020, the County Purchasing Department approved Amendment No. 2 to the Lease Agreement (Contract No. 4400013164) for the lease of 20 additional telemetry units for a term of four months effective the date of installation with an additional cost of \$33,295, for a total contract cost of \$245,218. Each telemetry unit has one transmitter and there is one unit per bed. These units were needed because ARMC was under construction and the air conditioning was impacted. Due to the excessive heat and loss of air conditioning, patients were moved to the 3-East unit and needed to be monitored for critical heart rhythm changes. Simultaneously, the COVID-19 surge continued to bring in new patients needing telemetry monitoring. For this reason, ARMC retained the telemetry equipment beyond the anticipated four-month term. ARMC must continue to maintain flexibility as ongoing facility repairs progress and thus plans for the ongoing need and use of this equipment.

On September 3, 2020, the County Purchasing Department approved Amendment No. 3 to the Lease Agreement (Contract No. 4400013164) for the lease of eight additional telemetry units for four months, for use in ARMC's Pain Clinic effective August 26, 2020, with an additional cost of \$20,190, for a total contract amount of \$265,408. As the COVID-19 surge continued, the Pain Clinic was used as a patient overflow area. The eight units were returned to Jet Medical upon the expiration of the four months.

PROCUREMENT

This procurement is non-competitive due to specialized credentials. Jet Medical is the only local company with the capacity to accommodate the size and scope of the wireless telemetry systems required by ARMC due to its patient population. Jet Medical will be able to provide a rapid technical support response for the installed rental equipment.

County Purchasing supports this non-competitive procurement.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Charles Phan, Deputy County Counsel, 387-5455) on July 13, 2021; Purchasing Department (Ariel Gill, Buyer II, 777-0722) on July 19, 2021; ARMC Finance (Chen Wu, Finance Budget Officer, 580-3165) on July 20, 2021; Finance (Yael Verduzco, Administrative Analyst, 387-5285) on July 23, 2021; and County Finance and Administration (Matthew Erickson, County Chief Financial Officer, 387-5423) on July 23, 2021.

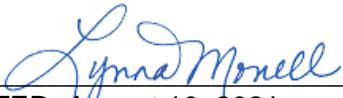
**Amendment with Jet Medical Electronics for Equipment Lease
August 10, 2021**

Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

Moved: Joe Baca, Jr. Seconded: Dawn Rowe
Ayes: Col. Paul Cook (Ret.), Janice Rutherford, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: August 10, 2021



cc: ARMC - Pelayo w/agree
Contractor - C/O ARMC w/agree
File - w/agree
CCM 08/12/2021