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

January 13, 2026

FROM

ANDREW GOLDFRACH, ARMC Chief Executive Officer, Arrowhead Regional Medical Center

SUBJECT

Amendments to Agreement with Medline Industries, LP for Medical/Surgical Supplies

RECOMMENDATION(S)

1. Approve **Amendment No. 2 to Agreement No. 21-790** with Medline Industries, LP to add no-cost sourcing of patient alarms to the medical/surgical supply distribution services, with no change to the annual contract amount of $30,000,000 and no change to the contract term of October 26, 2021 through October 25, 2029.
2. Approve **Amendment No. 3 to Agreement No. 21-790** with Medline Industries, LP to convert to only latex-free surgical gloves and receive a rebate and best pricing upon meeting a minimum purchase commitment as part of the medical/surgical supply distribution services, with no changes to the annual contract amount of $30,000,000 and contract term of October 26, 2021 through October 25, 2029.
3. Authorize the Purchasing Agent to add, replace and delete products pertaining to this agreement, and adjust product pricing, including but not limited to market-driven price changes, product availability, value analysis approved products or cost competitiveness.

(Presenter: Andrew Goldfrach, ARMC Chief Executive Officer, 580-6150)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Operate in a Fiscally-Responsible and Business-Like Manner
Provide for the Safety, Health and Social Service Needs of County Residents.

FINANCIAL IMPACT

Approval of this item will not result in the use of Discretionary General Funding (Net County Cost). Agreement No. 21-790 (Agreement) expenditures are funded by State Medi-Cal, Federal Medicare, private insurance, and other departmental revenue. Funding sources may change in the future pending legislative activity related to the repeal and/or replacement of the Affordable Care Act. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2025-26 budget and will be included in future recommended budgets.

BACKGROUND INFORMATION

Amendment Nos. 2 and No. 3 to the Agreement were negotiated at separate times with different departments within Medline Industries, LP (Medline) and are therefore being presented as two separate amendments to the Agreement.

Recommendation No. 1 will allow ARMC to receive Medline patient alarms provided at no cost, as a value-added incentive, for purchasing Medline sensor pads. The alarms will assist with

reducing inpatient falls by alerting ARMC staff when a patient attempts to exit a bed, chair or stretcher unassisted. ARMC must meet a minimum purchase commitment for the sensor pads to receive the value-added incentive.

Recommendation No. 2 will provide a rebate for the conversion to only using latex-free surgical gloves. ARMC is standardizing to use only latex-free surgical gloves. Medline provides the best purchase pricing for latex-free surgical gloves. Medline will provide a ten percent rebate on latex-free surgical gloves for the first six months of Amendment No. 3. ARMC must purchase 80 percent of historical volume of surgical gloves, 192,000 pairs, to qualify for the rebate. With the conversion to only latex-free gloves, ARMC will be able to meet the 80 percent requirement for the rebate.

On October 26, 2021 (Item No. 54), as the result of solicitation No. RFP AGENCY21-PURC-4091, the Board of Supervisors (Board) approved Agreement No. 21-790 with Medline Industries, LP for medical/surgical distribution and on-site Just-In-Time inventory management services, in the amount of $30,000,000 annually, for a total contract period of eight years from October 26, 2021 through October 25, 2029, with two optional one-year extensions.

On July 11, 2023 (Item No. 13), the Board approved Amendment No. 1 to Agreement No. 21-790, to revise the rebate distribution timeline, with no changes to the annual contract amount of $30,000,000 or term of October 26, 2021 through October 25, 2029.

ARMC recommends approval of the amendments to operate in a fiscally-responsible manner through the value-added incentive and rebate, and to provide for the safety and health of ARMC patients by reducing inpatient falls.

PROCUREMENT
Not applicable.

REVIEW BY OTHERS
This item has been reviewed by County Counsel (Bonnie Uphold, Supervising Deputy County Counsel, 387-5455) on December 9, 2025; Purchasing (Veronica Pedace, Buyer III, 387-2198) on December 10, 2025; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on December 15, 2025; and County Finance and Administration (Jenny Yang, Administrative Analyst, 387-4884) on December 16, 2025.

Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

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

Lynna Monell, CLERK OF THE BOARD

BY Lynna Monell
DATED: January 13, 2026

cc: ARMC- Goldfrach w/ agrees
Contractor c/o ARMC w/ agree
File w/ agree

JLL 01/14/2026