

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

November 18, 2025

FROM

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

SUBJECT

Budget Adjustment for the Purchase of Ultrasound Machines

RECOMMENDATION(S)

1. Approve Quote (**Contract No. 25-910**), including non-standard terms, with Mindray DS USA, Inc, for the purchase of three TE X Plus Diagnostic Ultrasound Systems, for an amount not to exceed \$174,495 plus applicable taxes and freight, to ensure the continuation of patient care.
2. Authorize the Auditor-Controller/Treasurer/Tax Collector to post the necessary budget adjustments as detailed in the Financial Impact section (Four votes required).
(Presenter: Andrew Goldfrach, ARMC Chief Executive Officer, 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 item will not result in the use of Discretionary General Funding (Net County Cost). The cost of \$174,495 plus applicable taxes and freight will be reimbursed through the Maddy Emergency Medical Services (EMS) Fund (SB12/SB 612) administered by the Inland Counties Emergency Medical Agency (ICEMA). The Maddy EMS Fund provides financial assistance to emergency medical service providers for uncompensated care and for system improvements that enhance patient care and response capabilities. Funding for this reimbursement supports the County's continued investment in emergency medical readiness and ensures no adverse impact to ARMC's operating budget.

Funds Center	Commitment Item	Description	Action	Amount
9186104200	54404040	Equipment	Increase	\$174,495
9110004200	40609954	Other Operating Revenue Grants	Increase	\$174,495

BACKGROUND INFORMATION

This purchase request is for three Mindray TE X Plus Diagnostic Ultrasound Systems for use in the Emergency Department (ED) at Arrowhead Regional Medical Center (ARMC). The new equipment will provide expanded capabilities such as enhanced image optimization, rapid trauma/eFAST protocols, and dedicated cardiac/vascular applications, features that are essential for managing high-acuity patients in real time.

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Ultrasound is a frontline tool used daily in trauma resuscitations, bedside critical care assessments, and rapid diagnostics in the ED. Upgrading these machines will ensure compliance with best practice standards, increase efficiency in patient care delivery, and support staff training with current technology.

The Maddy EMS Fund (SB 12/SB 612) was established under state law to provide reimbursement to hospitals, physicians, and emergency medical providers for uncompensated emergency services and to support EMS system improvements within the ICEMA region. Administered locally by ICEMA, this fund helps strengthen emergency response and trauma care by enabling providers to acquire advanced medical technology.

The Quote is based on the terms and conditions of the Supplier Agreement (Agreement) between Mindray DS USA, Inc. (Mindray) and Vizient under which the County is acquiring the ultrasound systems. The terms and conditions deviate from the standard County contract terms as follows:

1. Mindray's general indemnity obligation is limited to (a) Mindray's breach of any representation, warranty, or covenant made in the Agreement, (b) Mindray's negligence or willful misconduct, (c) Mindray's misrepresentation related to the ultrasound systems, and (d) defects in the ultrasound systems, except where the claim arises out of the County's negligence.
 - The County standard contract general indemnity provision requires the contractor to indemnify, defend, and hold County harmless from third party claims arising out of the acts, errors or omissions of any person.
 - Potential Impact: Mindray's indemnity obligation is more limited compared to the standard County general indemnity obligation. In the event a claim arises that falls outside the scope of Mindray's limited indemnity obligation, the County could be financially responsible for the defense of the claim and any resulting judgment/settlement.
2. The Quote does not require Mindray to meet all the County's insurance standards as required pursuant to County Policies, 11-05, 11-07 and 11-07SP.
 - County policy requires contractors to carry appropriate insurance at limits and under conditions determined by the County's Risk Management Department and as set forth in County policy and in the County standard contract.
 - Potential Impact: Without all of the County's insurance standards, the County has no assurance that Mindray will be financially responsible for claims that may arise under the Quote, which could result in expenses to the County.
3. There is no stated venue.
 - County Policy 11-05 requires venue for disputes in Superior Court of California, County of San Bernardino, San Bernardino District.
 - Potential Impact: Mindray is incorporated in Delaware with its headquarters in New Jersey. Having no express venue in the Quote means that if a dispute arises, a venue in New Jersey or Delaware could potentially be applied to disputes arising under the Quote, which may result in additional expenses that exceed the amount of the Quote.

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ARMC recommends approval of the Quote, including the non-standard terms, to provide for the health and safety of county residents by providing faster and more accurate diagnostics as well as enabling clinicians to follow best practice standards.

PROCUREMENT

The Board approved Vizient as the primary Group Purchasing Organization (GPO) on December 7, 2021 (Item No. 46), for five years, based on the Request for Proposals (RFP) No. AGENCY21-PURC-4090. Vizient negotiates competitive agreements by leveraging the collective buying power of their client base to secure lower pricing than individual entities could achieve alone. Awards are based on RFPs evaluated using the American Bar Model Procurement Code, which is in compliance with County Procurement Policy. Vizient allows ARMC access to an extensive catalog of competitive, pre-negotiated agreements for various medical supplies and services.

After reviewing the options with Vizient, Mindray was selected due to best pricing. The Purchasing Department continues to support this competitive procurement based on Vizient Agreement No. XR0923 with Mindray, effective October 1, 2022 – September 30, 2027.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Charles Phan, Supervising Deputy County Counsel, 387-5455) on October 6, 2025; Purchasing (Veronica Pedace, Buyer, 387-2464) on October 17, 2025; Risk Management (Stephanie Pacheco, Staff Analyst II, 386-9039) on October 30, 2025; Auditor-Controller/Treasurer/Tax Collector (Charlene Huang; Auditor Controller Manager, 382-7022) on October 30, 2025; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on October 24, 2025; and County Finance and Administration (Jenny Yang, Administrative Analyst, 387-4884) on October 30, 2025.

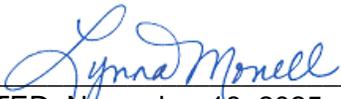
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Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

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

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: November 18, 2025



cc: ARMC - Goldfrach w/agree
 Contractor - c/o ARMC w/agree
 File - w/agree
CCM 11/24/2025