

**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

Amendment to Master Agreement with AvaSure, LLC for Mobile Tele Sitter Cameras and Software

RECOMMENDATION(S)

Approve **Amendment No. 1 to Contract No. 26-10** (Master Agreement No. 4400018924) with AvaSure, LLC, including non-standard terms, for the purchase of mobile telesitter cameras and licensing of live video monitoring software, increasing the contract amount by \$100,574, from \$810,720 to \$911,294, with no change to the term of April 7, 2022 through April 6, 2027. (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 this item will not result in the use of Discretionary General Funding (Net County Cost). The cost of \$100,574 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. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2025-26 budget and 2026-27 recommended budget.

BACKGROUND INFORMATION

Amendment No. 1 to Master Agreement No. 4400018924 (Master Agreement) with AvaSure, LLC (AvaSure) will increase the mobile telesitter cameras and monitoring software from 18 to 25. This expansion is essential to enhancing patient safety, reducing sitter staffing costs and improving operational efficiency. The mobile cameras can be moved into high risk patient rooms. Additional cameras will allow for increased remote monitoring, reducing patient falls and adverse events. Expanding telesitter coverage can decrease the reliance on in-person sitting staff, optimizing workforce allocation and the increased coverage ensures more comprehensive monitoring of high risk patients, improving response times and overall patient care.

On February 8, 2022, as the result of a non-competitive procurement, the Department of Purchasing approved the Master Agreement, including non-standard terms, with AvaSure for 18 mobile cameras and equipment with 24/7 live video monitoring software as a non-competitive bid due to functional specifications, in the amount of \$810,720 for the term of April 7, 2022

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through April 6, 2027. AvaSure is the only vendor who provides mobile cameras that can easily be moved from patient room to patient room as needed.

The Master Agreement, which is the subject of this Amendment, is AvaSure's standard commercial contract, which includes terms that differ from the standard County contract and omits certain County standard contract terms. While the parties negotiated certain contract terms to County standards, AvaSure would not agree to all County standard terms. The non-standard and missing terms include the following:

1. AvaSure's maximum liability to the County is limited to \$1 million, excluding third-party claims arising from AvaSure's gross negligence, willful misconduct, violation of law, or indemnification obligations.
 - The County standard contract does not include a limitation of liability.
 - Potential Impact: Claims could exceed the liability cap and the Agreement amount leaving the County financially liable for the excess.
2. Payment terms are Net 60 and AvaSure reserves the right to suspend the County's access to the software, equipment shipments, and service and support until any undisputed amount more than 30 days past due is paid.
 - County standard payment terms are Net 60 days with no interest or late payment penalties.
 - Potential Impact: County standard processing time is 60 days or more. Failing to pay any undisputed past due amount within 30 days after the due date may result in a material breach of the Agreement, which could allow AvaSure to suspend performance under the contract and to terminate the Agreement and seek other legal remedies.

ARMC recommends approval of the Amendment, including the non-standard terms, as it will enable the hospital to provide for the safety, health and social services needs of County residents and operate in a fiscally-responsible and business-like manner.

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; Risk Management (Stephanie Pacheco, Staff Analyst II, 386-9039) on December 12, 2025; Purchasing (Veronica Pedace, Buyer III, 387-2464) on December 9, 2025; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on December 12, 2025; and County Finance and Administration (Jenny Yang, Administrative Analyst, 387-4884) on December 16, 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: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY  _____
DATED: January 13, 2026



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

JLL 01/14/2026