

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

August 6, 2024

**FROM**

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

**SUBJECT**

Amendment to Agreement with Alcon Vision, LLC for Surgical Products

**RECOMMENDATION(S)**

Approve **Amendment No. 1 to Product Pricing Agreement No. 20-28** with Alcon Vision, LLC, for surgical products, updating the list of products available for purchase, with no change to the not-to-exceed contract amount of \$2,750,000, or the contract term of January 28, 2020 through January 27, 2025.

(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) as the cost of \$2,750,000 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. Adequate appropriation and revenue have been included in the Arrowhead Regional Medical Center (ARMC) 2024-25 budget.

**BACKGROUND INFORMATION**

The Amendment to Product Pricing Agreement No. 20-28 (Agreement) with Alcon will update the list of products available for purchase, including lenses and supplies necessary for cataract and retinal surgeries performed at ARMC, as these items are proprietary to the equipment owned and operated by ARMC.

On January 28, 2020 (Item No. 8), as the result of a non-competitive procurement, the Board of Supervisors approved the Agreement with Alcon Vision, LLC for custom surgical packs and intraocular lenses in the amount of \$2,750,000, effective January 28, 2020 through January 27, 2025.

ARMC currently maintains an intraocular lens bank on consignment with Alcon for use in cataract and retinal surgery. It is necessary to keep multiple quantities of various sizes and strengths of lenses on hand, so the ophthalmologic surgeon has the ability to utilize the most clinically accurate lens to provide the best possible outcome for each patient. Alcon supplies

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these lenses on consignment to be charged only as used at a fixed rate, stated in the Agreement.

Additionally, ARMC purchases custom surgical packs from Alcon, each designed based on the clinical requirements of the eye surgeries at ARMC. Each pack contains products and materials necessary for cataract, vitreoretinal, or refractive procedures, with some products compatibility being unique to ARMC's surgical equipment. Custom packs increase efficiency during operative procedures and reduce waste of unneeded supply items.

ARMC recommends the approval of the Amendment with Alcon, to purchase the implants and supplies necessary for ARMC surgeons to perform cataract and retinal surgeries and provide for the safety, health, and social service needs of county residents.

**PROCUREMENT**

Not applicable.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Charles Phan, Supervising Deputy County Counsel, 387-5455) on June 11, 2024; Purchasing (Veronica Pedace, Buyer III, 387-2464) on June 13, 2024; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on July 12, 2024; Finance (Jenny Yang, Administrative Analyst, 387-4884) on July 16, 2024; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387-5423) on July 17, 2024.

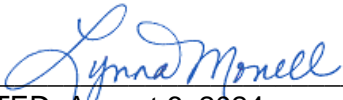
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Record of Action of the Board of Supervisors  
San Bernardino County

**APPROVED (CONSENT CALENDAR)**

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

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: August 6, 2024



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

CCM 08/7/2024