

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

June 25, 2024

FROM

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

SUBJECT

Amendment to Agreement with Immucor, Inc. for Testing Equipment

RECOMMENDATION(S)

Approve **Amendment No. 4 to Agreement No. 16-985** with Immucor, Inc. for Echo blood bank testing equipment, to assign the Agreement from Immucor, Inc. to Werfen USA LLC, with no change to the not-to-exceed contract amount of \$2,049,578 or the contract period of April 22, 2016 through October 21, 2024.

(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 \$2,049,578 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) 2023-24 budget and is included in 2024-25 budget.

BACKGROUND INFORMATION

Approval of Amendment No. 4 will assign Agreement No. 16-985 (Agreement) from Immucor, Inc. (Immucor) to Werfen USA LLC (Werfen). This assignment is due to Werfen's acquisition of Immucor. The ARMC Laboratory Blood Bank requires reagent products and equipment for automated performance of patient Blood Type and Antibody Screen for determining blood product compatibility for transfusions and other patient testing. This Agreement allows for the continued use of Echo Blood Bank testing equipment, including reagent rental and service.

On April 5, 2016 (Item No. 6) the Board of Supervisors (Board) authorized the Purchasing Agent to issue Master Blanket Purchase Order No. 167117 with Immucor for Echo blood bank testing equipment, including reagent rental and service, in the amount of \$762,870, for the three-year period of April 22, 2016 through April 30, 2019, with one two-year options to extend. Master Blanket Purchase Order No. 167117 was subsequently converted the Agreement following the competitive Request for Proposal process. Due to an administrative error, the recommendation presented to the Board on April 5, 2016, incorrectly stated the start date as May 1, 2016.

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On December 4, 2018 (Item No. 15), the Board approved Amendment No. 1 to the Agreement, increasing the contract amount by \$508,580, from \$762,870 to \$1,271,450 and exercised the two-year option to extend the contract period of April 22, 2016 through April 21, 2021.

On December 8, 2020 (Item No. 13), the Board approved Amendment No. 2 to the Agreement, increasing the contract amount by \$778,128, from \$1,271,450 to \$2,049,578, and extending the term of the Agreement for an additional three years, for a total contract period of April 22, 2016 through April 21, 2024. This item was a non-competitive procurement approved by the Purchasing Department based on an existing agreement. In retaining this agreement, ARMC reduced expenses, and maintained efficiencies in training, validation, and implementation within the laboratory by avoiding redundant interface costs. It also allowed time to conduct a Request for Proposal as the new electronic health record system, Epic was being implemented.

On April 9, 2024 (Item No. 10), the Board approved Amendment No. 3 to the Agreement, for the purchase of reagent products and continued use of Echo testing equipment, extending the term of the Agreement for an additional six months, for a total contract period of April 22, 2016 through October 21, 2024, with no change to the contract amount.

ARMC recommends approval of this amendment to assign the Agreement from Immucor to Werfen so that ARMC can pay Werfen for the invoices for reagents and use of the blood testing equipment at ARMC.

PROCUREMENT

Not applicable.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Charles Phan, Supervising Deputy County Counsel, 387- 5455) on May 22, 2024; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on May 31, 2024; Finance (Jenny Yang, Administrative Analyst, 387-4884) on June 6, 2024; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387-5423) on June 7, 2024.

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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: June 25, 2024



cc: ARMC - Goldfrach w/agree
 Contractor - c/o ARMC w/agree
 File - w/agree
CCM 06/26/2024