

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

April 9, 2024

**FROM**

**WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center**

**SUBJECT**

Amendment to Agreement with Immucor, Inc. for the Purchase of Reagent Products and Use of Echo Blood Bank Testing Equipment

**RECOMMENDATION(S)**

Approve **Amendment No. 3 to Agreement No. 16-985** with Immucor, Inc. for the purchase of reagent products and the continued use of the Echo Blood Bank 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.  
(Presenter: William L. Gilbert, Director, 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 for these reagent purchases are 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 will be included in the 2024-25 Recommended Budget.

**BACKGROUND INFORMATION**

Approval of Amendment No. 3 to Agreement No. 16-985 (Amendment) will allow for the continued use of the Echo Blood Bank (Echo) testing equipment and the procurement of reagent products, which use substances and mixtures for chemical analysis, until ARMC is able to complete a new competitive procurement for these products.

The Echo equipment is required for determining patient blood type and antibodies. Accurate identification plays a critical role in performing blood transfusions, preparing for surgeries, providing treatment for trauma, and in performing other procedures. These tests provide for the safety, health and social service needs of county residents by assisting clinicians in the diagnosis and treatment of ARMC patients.

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, Inc. (Immucor), for Echo testing equipment, including reagent rental and service, in the amount of \$762,870, for the

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three-year period of April 22, 2016 through April 30, 2019, with one two-year options to extend. The Master Blanket Purchase Order No. 167117 was subsequently converted to Agreement No. 16-985 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.

On December 4, 2018 (Item 15), the Board approved Amendment No. 1 to Agreement No. 16-985, 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 13), the Board approved Amendment No. 2 to Agreement No. 16-985, 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.

ARMC recommends approval of this Amendment with Immucor as approval will enable ARMC to continue to perform essential blood testing for San Bernardino County residents receiving treatment at the hospital while it completes the competitive procurement process.

**PROCUREMENT**

Purchasing continues to support this non-competitive procurement based on equipment compatibility due to the necessity of using reagents that are compatible with the Echo testing equipment. Approval of this Amendment will allow time to complete a new competitive procurement process, currently estimated to conclude by the end of this calendar year.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Charles Phan, Deputy County Counsel, 387-5455) on March 12, 2024; Purchasing Department (Veronica Pedace, Buyer III, 387-2464) on March 13, 2024; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on March 15, 2024; Finance (Jenny Yang, Administrative Analyst, 387-4884) on March 19, 2024; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387- 5423) on March 19, 2024.

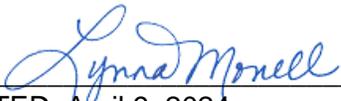
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Record of Action of the Board of Supervisors  
San Bernardino County

**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: April 9, 2024



cc:    ARMC - Gilbert w/agree  
      Contractor - c/o ARMC w/agree  
      File - w/agree  
CCM   04/11/2024