

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

November 5, 2019

FROM

WILLIAM L. GILBERT, Director, Arrowhead Regional Medical Center

SUBJECT

Agreement with Medico Professional Linen Services for Linen Rental and Laundry Services

RECOMMENDATION(S)

Approve **Agreement No. 19-720** with Medico Professional Linen Services in the amount of \$7,500,000 for the period of December 1, 2019 through November 30, 2024, to provide linen rental and laundry services for Arrowhead Regional Medical Center.

(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 the recommendation with Medico Professional Linen Services (Medico) will not result in the use of Discretionary General Funding (Net County Cost) as the cost of \$7,500,000 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. Sufficient appropriation and revenue are included in the Arrowhead Regional Medical Center (ARMC) 2019-20 budget and will be included in future recommended budgets.

Year	Annual Cost
1	\$1,400,000
2	\$1,440,000
3	\$1,480,000
4	\$1,520,000
5	\$1,660,000
Total 5-Year Cost	\$7,500,000

BACKGROUND INFORMATION

ARMC has contracted rental based laundry services since 1999. These services include pickup, washing, disinfecting and delivery of all ARMC linens, including patient linens, cleaning cloths, and mops used by the ARMC Environmental Services (EVS) Department. Approval of the recommendation will allow ARMC to contract with Medico to deliver clean linen, pickup soiled linen for laundry services seven days a week for ARMC, and five days a week for the affiliate clinic locations: Fontana Family Health Center, McKee Family Health Center, Westside Family Health Center, and Redlands Family Health Center. These services provide for the safety, health and social service needs of County residents by ensuring cleanliness and overall patient

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safety at the hospital and clinics; and in the event of an external disaster, that could isolate ARMC from normal deliveries, Medico will provide emergency deliveries of linens and wearing apparel to cover a 72 hour period.

As Medico only delivers to the linen rooms, the EVS Department is responsible for the delivery and collection of items such as, but not limited to, linens (i.e. sheets, pillowcases and blankets), and surgical attire (i.e. scrub tops, scrub bottoms and surgical cover gowns), within ARMC and the Family Health Centers. These functions include, but are not limited to, clean laundry control, dirty laundry control, and loss prevention programs. The EVS Department maintains daily activity logs and prepares statistical reports of issues relating to laundry service.

PROCUREMENT

The Request for Proposal (RFP) No. MCR18-12 for Linen Rental and Laundry Services was released through the County of San Bernardino's Electronic Procurement (ePro) network, on July 12, 2018, and proposals were submitted, as follows:

Name	Location	Met All Evaluation Criteria	5-Year Cost
Medico Professional Linen Services*	South Gate, CA	Yes	\$7,500,000
Crothall Healthcare	Wayne, PA	Yes	\$7,111,221
Angelica*	Colton, CA	Yes	\$8,059,072
Emerald Textiles*	San Diego, CA	Yes	\$7,494,354

*Consumer Price Index increase annually.

Evaluations of the proposals were completed by a committee comprised of representatives from ARMC Hospital, ARMC Environmental Services Department, and County Probation Department. All proposals were evaluated based on the criteria of qualification and experience, demonstration and understanding of the County's need, service and cost, financial stability of company, and references. The Evaluation Committee determined that all suppliers met all the criteria and Medico was selected as the best-suited supplier to meet the needs of the hospital as the company received the highest score from the evaluation committee. The Evaluation Committee recommended that the contract be awarded to Medico.

On June 10, 2019, a tentative award letter was sent to Medico, and on the same day the unsuccessful agencies were notified in writing that they may protest the qualification review by submitting a formal protest letter to ARMC within 10 calendar days of the date of the non-selection letters. No protests were received.

County Purchasing supports the RFP competitive process and award for this procurement.

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REVIEW BY OTHERS

This item has been reviewed by County Counsel (Michael Markel, Principal Assistant County Counsel, 387-5455) on September 20, 2019; Purchasing Department (Ricardo G. Salazar, Supervising Buyer, 386-8305) on September 23, 2019; Finance (Amanda Trussell, Principal Administrative Analyst, 387-4773) on October 21, 2019 and County Finance (Katrina Turturro, Deputy Executive Officer, 387-5423) on October 21, 2019.

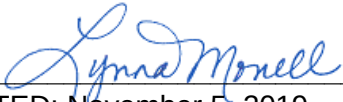
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Record of Action of the Board of Supervisors
County of San Bernardino

APPROVED (CONSENT CALENDAR)

Moved: Robert A. Lovingood Seconded: Janice Rutherford
Ayes: Robert A. Lovingood, Janice Rutherford, Dawn Rowe, Curt Hagman, Josie Gonzales

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: November 5, 2019



cc: ARMC- w/agree
Contractor- C/O ARMC w/agree
Fie- w/agree
la 11/6/2019