

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

**November 15, 2022**

**FROM**

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

**SUBJECT**

Quotation from Medical Positioning, Inc. for the Purchase of EchoTable and Ultrasounds Chairs

**RECOMMENDATION(S)**

Approve a Quotation (**County Contract No. 22-1134**) with Medical Positioning, Inc., including non-standard terms, for the purchase of one EchoTable and two Capisco Ergonomic Ultrasound Chairs, in the amount of \$11,344, plus applicable taxes.  
(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). The cost of \$11,344, plus applicable taxes 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) 2022-23 budget.

**BACKGROUND INFORMATION**

Approval of the Quotation will allow ARMC to purchase one EchoTable (Table) and two Capisco Ergonomic Ultrasound Chairs (Chairs) for use during echocardiography exams. The Table is built-to-suit and customized to fit specific department needs. With an ergonomic design to support the health of staff, this Table can reduce the risk of repetitive stress injury. The Table increases department continuity of care with bariatric patient weight capacity and is the ideal platform for all echocardiography exams. The Chairs are ergonomic sonography chairs used by ultrasound technologists to perform all types of sonograms.

The Quotation with Medical Positioning, Inc. (MPI) was negotiated by the parties and includes the following non-standard contract terms:

1. Payment terms are Net 30 days.
  - 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. If the County fails to pay within 30 days of the invoice date, MPI could declare the County in breach of the payment terms.

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2. Any lawsuit against MPI must be brought within 18 months after the claim arises, or it is barred.
  - The County standard contract does not shorten the limitations period upon which the County can pursue a claim.
  - Potential Impact: The County is waiving the statute of limitations provided by state law, and must file any lawsuit against MPI within 18 months after the claim arises, or the claim will be time-barred. This limitation does not apply to MPI.

**PROCUREMENT**

This is a non-competitive procurement based on functional specification. The Table provides features that are not offered by other vendors and increases the continuity of care with bariatric patient weight capacity, which is the ideal platform for echocardiography exams. The Chairs allow for the adjustments to the overall height, height of the backrest, and the length of the seat to accommodate each individual sonographer. The Purchasing Department approves this non-competitive procurement.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Charles Phan, Deputy County Counsel, 387-5455) on October 14, 2022; Purchasing (Ariel Gill, Buyer, 777-0722) on October 20, 2022; ARMC Finance (Chen Wu, Finance and Budget Officer, 580-3165) on October 24, 2022; Finance (Jenny Yang, Administrative Analyst, 387-4884) on October 25, 2022; and County Finance and Administration (Diana Atkeson, Deputy Executive Officer, 387-5423) on October 25, 2022.

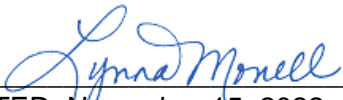
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Record of Action of the Board of Supervisors  
San Bernardino County

**APPROVED (CONSENT CALENDAR)**

Moved: Joe Baca, Jr. Seconded: Janice Rutherford  
Ayes: Col. Paul Cook (Ret.), Janice Rutherford, Curt Hagman, Joe Baca, Jr.  
Absent: Dawn Rowe

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: November 15, 2022



cc: ARMC- Gilbert w/agree  
Contractor- C/O ARMC w/agree  
File- w/agree  
LA 11/18/2022