

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

**October 6, 2020**

**FROM**

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

**SUBJECT**

Contract with Teleflex LLC and Arrow Interventional, Inc. for the AC3 Optimus ® Intra-Aortic Balloon Pump Purchase and Three Year Extended Warranty

**RECOMMENDATION(S)**

Approve **Contract No. 20-976** with Teleflex LLC and Arrow Interventional, Inc. for the purchase of the AC3 Optimus ® Intra-Aortic Balloon Pump System, to provide intra-aortic blood flow management during patient surgeries for the Arrowhead Regional Medical Center Cardiovascular Program, in the amount of \$224,850.55, with a three-year extended warranty commencing immediately following the end of the one-year manufacturer warranty. (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 \$224,850.55 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) 2020-21 budget and will be included in future recommended budgets.

**BACKGROUND INFORMATION**

Arrowhead Regional Medical Center's (ARMC) new Cardiothoracic open-heart surgery program that will provide ARMC with the ability to perform coronary artery bypass graft (CABG) and upgrade its designation to a level one trauma center. The program requires the purchase of the Intra-Aortic Balloon Pump System (System) to provide hemodynamic support through the use of intra-aortic blood flow augmentation during the intraoperative and the immediate postoperative period to provide for the health need of County residents. The System provides intra-beat inflation timing accuracy across the broadest range of patient conditions, including those with severe arrhythmias. The System comes with a one-year warranty and ARMC is purchasing three additional years to ensure ongoing maintenance and proper functionality.

The terms and conditions incorporated into the Contract were negotiated by the parties to include the County's standard terms. The purchase of the System is through Teleflex LLC and service of the System with the three year extended warranty will be provided by Arrow Interventional, Inc., which is a wholly owned subsidiary of Teleflex LLC. The commencement

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date for the one year warranty and subsequent three year extended warranty is based on the date the System is installed at ARMC, which ARMC anticipates will occur on or about November 25, 2020. Accordingly, it is anticipated that the term of the extended warranty will be November 25, 2021 through November 24, 2024.

ARMC recommends approval of the Contract with Teleflex LLC to provide for the safely, health and social service needs of County residents.

The Statements of Economic Interest, Form 700, on file at Arrowhead Regional Medical Center have been reviewed by the ARMC Compliance Department and no conflicts of interest were noted.

**PROCUREMENT**

The procurement of the System stems from a non-competitive bid. It is a propriety product that uses patented technologies including a Flow Conversion and WAVE ® Algorithm for precise arrhythmia and heart rate support, ProActive Counterpulsation ® Technology to determine individual atrioventricular (AV) closure points to provide intra-beat inflation timing accuracy, and a third-generation, state-of-the-art AutoPilot ® Mode to adjust timing and triggering parameters with precise volume delivery. Purchasing supports this non-competitive procurement.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Charles Phan, Deputy County Counsel, 387-5455) on September 11, 2020; Purchasing Department (Michelle Churchill, Supervising Buyer, 777-2070) on September 11, 2020; ARMC Finance (Chen Wu, Budget and Finance Officer, 909-580-3165) on September 11, 2020; Finance (Yael Verduzco, Administrative Analyst, 387-5285) on September 16, 2020; and County Finance and Administration (Matthew Erickson, County Chief Financial Officer, 387-5423) on September 20, 2020.

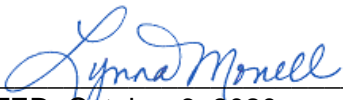
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Record of Action of the Board of Supervisors  
County of San Bernardino

**APPROVED (CONSENT CALENDAR)**

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

Lynna Monell, CLERK OF THE BOARD

BY   
DATED: October 6, 2020



cc: ARMC - Gilbert w/agree  
Contractor - C/O ARMC w/agree  
File - w/agree  
CCM 10/15/2020