



## REPORT TO COUNCIL

### City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
www.CityofSacramento.org

CONSENT  
**APRIL 18, 2006**

Honorable Mayor and  
Members of the City Council

**Subject:** Purchase: Authorization to purchase medical supplies and equipment through the use of a cooperative purchasing agreement.

**Location/Council District:** Citywide

**Recommendation:**

Adopt a resolution to 1) suspend competitive bidding and 2) authorize the cooperative purchase of medical supplies and equipment through a contract established between San Francisco Fire Department (SFFD) and Bound Tree Medical, in an amount of \$500,000.00 per year for up to three years for a total amount not to exceed \$1,500,000.00 through April 30, 2009.

**Contact:** Ray Jones, Assistant Chief, 264-8100  
Dennis Kerhulas, Senior Buyer, 808-6242

**Department:** Fire

**Division:** Emergency Medical Services

**Organization No:** 2554

**Summary:**

The existing contract for medical supplies and medical related equipment for the Sacramento Fire Department (SFD) has ended. The Department's requirements include a customized list of almost 240 different types of medical supplies and equipment based on the unique needs and operations of the Sacramento Fire Department. After evaluating options, staff is recommending a contract to purchase these supplies through a cooperative purchasing agreement competitively bid by San Francisco Fire Department (SFFD). The medical supply list utilized by the SFFD meets the SFD requirement. Therefore, staff is requesting the City Council suspend competitive bidding and authorize the use of cooperative purchases of medical supplies and equipment under the contract established by SFFD, in an amount of up to \$500,000.00 per year for up to three years for a total not to exceed \$1,500,000.

**Committee/Commission Action:** None.



**Background Information:**

In providing Advanced Life Support service, the Fire Department requires the use of almost 240 different types of various medical supplies and equipment. The department responded to over 48,000 calls for emergency medical service (EMS) last year. During these responses, various supplies are expended and a multitude of equipment is utilized. The EMS portion of the business continues to grow and is a vital link to our service in the community.

The current contract used to purchase these items has expired. When this contract was last awarded, a nationwide competitive process resulted in four bids. In researching potential vendors to provide the required supplies and equipment for this agreement, staff identified several existing contracts to review.

A contract between San Francisco Fire Department and Bound Tree Medical was identified as meeting the needs of the Sacramento Fire Department in terms of the specifications of the medical supplies and equipment, ability to accommodate changes to the list on a timely basis to respond to operating requirements and the best pricing. This competitively bid contract was awarded in 2004. Via a cooperative purchase agreement, the City of Sacramento can piggyback on the San Francisco Fire Department contract #60701. The contract would be for up to \$500,00.00 per year for up to three years through April 2009 with a total not to exceed \$1,500,000. Staff recommends that the City Council approve the attached resolution to suspend competitive bidding and authorize the use of cooperative purchases of supplies and equipment through the San Francisco Fire Department contract.

**Financial Considerations:**

The annual cost for this agreement is \$500,000. Funds are available in the Fire Department operating budget.

**Environmental Considerations:**

None.

**Policy Considerations:**

The recommendation in this report is in accordance with provisions of the City Code, section 3.56.240 for cooperative purchases, which allows for the use of legal contracts of other governmental jurisdictions of public agencies without separate competitive bidding by the City upon approval of the City Council.

**Emerging Small Business Development (ESBD):**

San Francisco Fire Department held a competitive bidding process, which included incentives for small businesses. Even with those incentives, Bound

Purchase: Medical Supplies and Equipment

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Tree Medical won the bid. Bound Tree Medical Inc. is not certified as an Emerging or Small Business Enterprise (ESBE)

Reviewed/Approved by: Chris Stewart  
Christopher Stewart  
Procurement Services Manager

Approved by: [Signature]  
Julius J. Cherry  
Fire Chief

Recommendation Approved:

[Signature]  
Ray Kerridge  
City Manager

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## **RESOLUTION NO.**

Adopted by the Sacramento City Council

April 18, 2006

### **AUTHORIZATION TO PURCHASE MEDICAL SUPPLIES AND EQUIPMENT THROUGH THE USE OF A COOPERATIVE PURCHASE AGREEMENT**

#### **BACKGROUND**

- A. In providing Advanced Life Support service, the Fire Department requires the use of various medical supplies and equipment. The department responded to over 48,000 calls for emergency medical service (EMS) last year. The EMS portion of the business continues to grow and is a vital link to our service in the community.
- B. The contract SFD has been using to purchase these items has expired. The contract with San Francisco Fire Department and Bound Tree Medical was identified as meeting the needs of SFD.
- C. The Sacramento Fire Department is recommending that the City Council authorize the purchase of medical supplies and equipment under the contract established between San Francisco Fire Department and Bound Tree Medical.
- D. The Sacramento Fire Department seeks the authority to suspend competitive bidding pursuant to Sacramento City Code Section 3.5.240 and to begin cooperative purchases through the expiration of the contract, including any subsequent extensions, between San Francisco Fire Department and Bound Tree Medical for medical supplies and equipment through April 30, 2009.

#### **BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:**

- Section 1. Formal competitive bidding is hereby suspended.
- Section 2. Pursuant to Sacramento City Code section 3.56.240, the City Manager is hereby authorized to execute the necessary purchase of medical supplies and equipment from Bound Tree Medical, P.O. Box 29661/Dept. 2013 Phoenix, AZ 85038-9661, through the use of cooperative agreement with SFFD contract # 60701.

