



# REPORT TO COUNCIL

## City of Sacramento

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

Consent  
August 5, 2010

Honorable Mayor and  
Members of the City Council

**Title: Agreement: Purchase of EZ-IO Power Devices [2/3 Vote Required]**

**Location/Council District:** Citywide

**Recommendation:** Adopt a **Resolution** 1) suspending competitive bidding in the best interests of the City for the purchase of EZ-IO Power Devices and 2) authorizing the City Manager, or his designee, to execute the agreement (exhibit A hereto and incorporated by reference) with Pacific Biomedical for the purchase of intraosseous infusion (IO) EZ-IO® power drivers and needle sets in an amount of up to \$25,000 per year for up to three years through June 30, 2013 for a total of \$75,000, with the option to renew for two additional one-year terms for a total not to exceed \$125,000, and authorizing the City Manager, or his designee, to authorize such renewal(s), provided that sufficient funds are available in the budget adopted for the applicable Fiscal Year(s).

**Contact:** Joseph A. D. Jackson, Assistant Chief, 264-8100

**Presenters:** N/A

**Department:** Fire

**Division:** Emergency Medical Services (EMS)

**Organization No:** 12001441

### **Description/Analysis**

**Issue:** Since June 2007, the Sacramento Fire Department (SFD) has purchased power drivers and needle sets from Pacific Biomedical. There are still continued requirements to use EZ-IO® power drivers and needle sets based on the unique needs and operations of the SFD EMS Division as well as complying with the requirements set by Sacramento County EMS Agency (SCEMS). Vidacare, the manufacturer of this product certified that Pacific Bio-Medical is the exclusive distributor of the EZ-IO® drivers and needle sets. Therefore, staff is requesting the City Council to suspend competitive bidding and authorize the City Manager, or his designee, to execute the Contract Agreement with Pacific Bio-Medical for the purchase of these supplies for an annual amount of \$25,000 up to three years through June 30, 2013 for a total of \$75,000, with the option to renew for two additional one-year terms for a total expenditure not to exceed \$125,000.

**Policy Considerations:** The recommendations in this report are in accordance with

provisions of the City Code Section 3.56.230, which explains a two-thirds vote by Council is required to suspend competitive bidding for any purchase or contract, and City Code section 3.56.090, which requires Council approval for any contracts over \$100,000.

**Environmental Considerations:**

**California Environmental Quality Act (CEQA):** This report concerns administrative activities that do not constitute a “project” as defined by section 15378 of the California Environmental Quality Act (CEQA) Guidelines and is otherwise exempt pursuant to sections 15061(b)(3); 15378(b)(2).

**Sustainability Considerations:** There are no sustainability considerations applicable to approving the Pacific Bio-Medical Agreement.

**Commission/Committee Action:** N/A

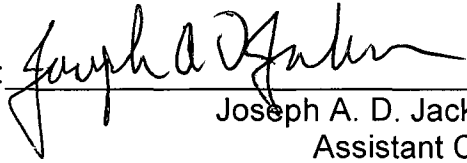
**Rationale for Recommendation:** SFD has continued requirements to provide Advanced Life Support (ALS) services to the residents of the City of Sacramento and the surrounding areas. In providing ALS services, SFD is required by SCEMS to use the EZ-IO® power drivers and needle sets in the case that adult and pediatric patients who are unable to be successfully intravenously cannulated in two attempts or two minutes and who need administration of medication or intravenous fluids for 1) cardiac arrest, 2) patients in extremis who have immediate life-saving need for an intravenous medication or intravenous fluids (critical trauma patients), or 3) when indicated by protocols.

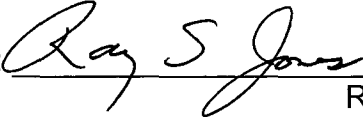
The types of medical supplies needed to be purchased must be in compliance with the requirements set by the SCEMS and meet the operational needs of SFD. In researching potential vendors to supply an intraosseous infusion device, SFD conducted research and found that Pacific Bio-Medical retains exclusive rights to distribute EZ-IO® power drivers and needle sets.

Staff is recommending approval of an agreement with Pacific Bio-Medical for the purchase of EZ-IO® power drivers and needle sets in an amount of up to \$25,000 up to three years through June 30, 2013 for a total of \$75,000, with the option to renew for two additional one-year terms for a total expenditure not to exceed \$125,000.

**Financial Considerations:** The annual cost of the contract is approximately \$25,000. Funding is available in the Fire Department’s operating budget.

**Emerging Small Business Development (ESBD):** Pacific Bio-Medical is not a certified ESBD.

Respectfully Submitted by:   
Joseph A. D. Jackson  
Assistant Chief

Approved by:   
Ray S. Jones  
Fire Chief

Recommendation Approved:

  
Gus Vina  
Interim City Manager

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**RESOLUTION NO.**

Adopted by the Sacramento City Council

**AGREEMENT: PURCHASE OF EZ-IO Power Devices**

**BACKGROUND**

- A. Since June 2007, the Sacramento Fire Department (SFD) has purchased power drivers and needle sets from Pacific Biomedical. SFD still has continued requirements to provide Advanced Life Support (ALS) services to the residents of the City of Sacramento and the surrounding areas. In providing ALS services, SFD is required to use the EZ-IO® power drivers and needle sets in the case that adult and pediatric patients who are unable to be successfully intravenously cannulated in two attempts or two minutes and who need administration of medication or intravenous fluids for 1) cardiac arrest, 2) patients in extremis who have immediate life-saving need for an intravenous medication or intravenous fluids (critical trauma patients), or 3) when indicated by protocols.
- B. The types of medical supplies needed to be purchased must be in compliance with the requirements set by the Sacramento County Emergency Medical Services (EMS) and meet the operational needs of SFD. In researching potential vendors to supply an intraosseous infusion device, SFD conducted research and found that Pacific Bio-Medical retains exclusive rights to distribute EZ-IO® power drivers and needle sets.
- C. Based on the above, it is in the best interests of the City to suspend competitive bidding for the purchase of intraosseous infusion (IO) EZ-IO® Power Devices. Staff is recommending approval of an agreement with Pacific Bio-Medical who retains exclusive rights to distribute EZ-IO® power drivers and needle sets (i.e., sole source) for the purchase of EZ-IO® power drivers and needle sets in an amount of up to \$25,000 up to three years through June 30, 2013 for a total of \$75,000, with the option to renew for two additional one-year terms for a total expenditure not to exceed \$125,000.

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

- Section 1. In the best interest of the City, competitive bidding is hereby suspended for the purchase of intraosseous infusion (IO) EZ-IO® Power Devices.
- Section 2. The City Manager, or his designee, is hereby authorized to execute the agreement (exhibit A hereto and incorporated by reference) with Pacific Biomedical for the purchase of EZ-IO devices in an amount of up to \$25,000 up to three years through June 30, 2013 for a total of \$75,000, with the option to renew for two additional one-year terms for a total expenditure of \$125,000. The City Manager, or his designee, may authorize such renewal(s) for the

annual not to exceed amount specified above, provided that sufficient funds are available in the budget adopted for the applicable Fiscal Year(s).

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Exhibit A Listing of Documents

Exhibit B Vidacare Letter

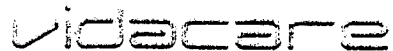
Exhibit A

Listing of Documents

Listing of documents available for review on the City's website and on file with the City Clerk's Office:

- Agreement with Pacific Biomedical

Exhibit B



March 8, 2008

To Whom It May Concern:

Thank you for your interest in the EZ-IO® adult intraosseous infusion system. Vidacare is the sole manufacturer of the EZ-IO® intraosseous infusion device. There is no like product available in the marketplace. As the manufacturer, Vidacare assigns specialty Distributors to market, sell and stock their products.

Pacific Biomedical is not a manufacturer, they are Vidacare's exclusive distributor for Northern California.

Distributors are not allowed to represent or sell Vidacare products outside of their area of exclusive responsibility.

If you have any further questions, please do not hesitate to call our office.

Regards,

Jim Thomsen

**Jim Thomsen**  
Executive V. P. of Sales & Co-Founder  
Vidacare Corporation  
[www.vidacare.com](http://www.vidacare.com)  
210-587-3991 Office Direct Line  
210-867-9224 Cell

*Immediate Contact: 210-867-9224  
www.vidacare.com*

