

RESOLUTION NO. 2010-457

Adopted by the Sacramento City Council

August 5, 2010

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

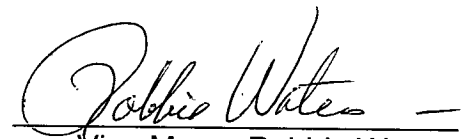
Adopted by the City of Sacramento City Council on August 5, 2010 by the following vote:

Ayes: Councilmembers Cohn, Fong, Hammond, McCarty, Pannell, Sheedy, Tretheway, and Waters.

Noes: None.

Abstain: None.

Absent: Mayor Johnson.


Vice Mayor Robbie Waters

Attest:


Shirley Concolino, City Clerk

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

Vidacare

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
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*Immediate Vidacare Attention
Please See Notice to Distributors*

