



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: Public Health
Department No.: 041
For Agenda Of: 08/14/07
Placement: Administrative
Estimate Time: N/A
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director Elliot Schulman, MD, MPH, Director and Health Officer
Contact Info: Elizabeth Snyder, Assistant Deputy Director of Primary
Care & Family Health (681-5252)
SUBJECT: Purchasing Bid Waivers Request (Siemens Chemistry Analyzer and Reagents)

County Counsel Concurrence:

As to form: Yes No N/A

Auditor-Controller Concurrence:

As to form: Yes No N/A

Other Concurrence: Purchasing

Yes No N/A

Recommended Action(s):

That the Board of Supervisors:

- a. Authorize the County Purchasing Manager, without requiring a Formal Bid Process, to procure one Siemens chemistry analyzer, model Advia Centaur CP part # 086-A002-01 with Laboratory Information System Interface from Siemens Medical Solutions Diagnostics (not a local vendor) for a total amount of \$96,975 for the Public Health Department clinical laboratory at the Santa Barbara location.
- b. Authorize the County Purchasing Manager to issue annual purchase orders with Siemens Medical Solutions Diagnostics (not a local vendor) for laboratory supplies/reagents for the chemistry analyzer, model Advia Centaur CP for the Fiscal Years 2007-2012 without a competitive bid in the amount of \$50,000.

Summary:

Recommendation A: Purchase of Chemistry Analyzer

The Clinical Laboratory serves the patients and clinicians of the Public Health Department clinics in Santa Barbara, Santa Maria, Lompoc, Franklin, and Carpinteria. The Laboratory performs immediate (STAT) and routine testing and is an integral part of the diagnostic process for the providers. The work performed in the Clinic Laboratory is necessary to sustain the services provided in the clinic. There is no community based clinical laboratory that would provide cost effective STAT services for our patients.

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The Board is requested to approve the procurement of a Siemens chemistry analyzer, model Advia Centaur CP which would be used to perform the following tests for the patients in the Public Health Department clinics: Thyroid, PSA (screening test for prostate cancer), and total HCG (determines pregnancy and/or monitoring for ectopic pregnancies.)

The Public Health Department has determined that the Siemens chemistry analyzer will meet the needs of the Clinical Laboratory. Proposals were made by three companies, and Siemens was affordable, size appropriate for its function and physical space limitations, and it is consistent with the community standard. All other labs in Santa Barbara County utilize the same equipment, therefore technologies, reporting and supplies are shared.

The recommended vendor is Siemens Medical Solutions Diagnostic, located in Maryland. There is no local vendor for this product. A service agreement for twelve months is included in the purchase price.

Recommendation B: Chemistry Analyzer Laboratory Supplies and Reagents

If your Board approves the procurement of the Siemens chemistry analyzer, model Advil Centaur CP part # 086-A002-01 Siemens Medical Solutions Diagnostics, the laboratory reagents for the system must be purchased from Siemens. The pricing agreement of the equipment requires a 60 month commitment on the purchase of the reagents. The cost of the reagents and supplies, including shipping and tax for the first year is \$41,000. The proposals made by the three companies included the cost of the reagents and Siemens was significantly less than the other proposals. Siemens may increase the prices for specified products up to five (5) percent during each year after the first year. Therefore, the bid waiver request is for \$50,000 to cover possible costs by FY 2011-12.

The laboratory supplies/reagents are required as an essential element to perform the tests outlined above. These reagents are “test kits” which allow the Thyroid, PSA and HCG tests to be performed. The five year commitment is consistent with the potential life expectancy of the equipment, given the advancement in technology.

Fiscal and Facilities Impacts:

Budgeted: Yes for Reagents No for Equipment

There is no general fund impact with the approval of this bid waiver. The funds for the purchase of this equipment will be made available with a budget revision request to be approved by your Board. This budget revision will release designated funds from the Public Health Department Special Revenue fund in the amount of \$96,975 to cover the capital purchase cost of this equipment. The additional \$50,000 for reagents and maintenance costs will come from existing appropriation which has been incorporated into the Public Health Department’s adopted Fiscal Year 2007-08 budget and can be found in the County’s Operating Plan document in the Clinical Labs Cost Center on page D-182. The reagents and maintenance costs will also be included in the FYs 2008-09 and 2009-10 budgets.

These actions will not create a need for additional facilities.

Staffing Impact(s):

Legal Positions:

0

FTEs:

0

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Special Instructions:

Please return a copy of the minute order to PHD Contracts Unit, 300 North San Antonio Road, Building 8, Santa Barbara, CA 93110 Attn: Dawn McGrew (805) 681 5205 and one copy of the minute order to Purchasing, Attn: Gloria Ness.

Authored by: Dawn McGrew, Public Health Department, 681-5205