



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: March 13, 2018
Placement: Administrative
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors

FROM: Department Van Do-Reynoso, MPH, PhD, Director
Director(s) Public Health Department
Contact Info: Susan Klein-Rothschild, Deputy Director
805-681-5435

SUBJECT: Request for Waiver of Competition in the purchase of SmartMan CPR Manikins

County Counsel Concurrence

As to form: Yes

Other Concurrence: Purchasing

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors considers the following recommendations:

- a) Authorize the Purchasing Manager to procure, without competitive bidding, ten (10) SmartMan Cardio-Pulmonary Resuscitation (CPR) training manikins from V4EMS for an amount not to exceed \$70,000 during the remainder of Fiscal Year 2017-2018, since there is a limited source in specifications pursuant to County Code Section 2-39, subdivision (c).
- b) Determine that the activity is not a "Project" under the California Environmental Quality Act and is exempt per CEQA Guideline Section 15378(b)(4), since the recommended action is a government fiscal activities which does not involve commitment to any specific project which may result in a potentially significant physical impact on the environment.

Summary Text:

This item is on the agenda to request a bid waiver for the purchase of ten (10) SmartMan CPR manikins from the vendor V4EMS, since V4EMS is the only vendor who sells the SmartMan manikin. County Code Section 2-39 requires that the Purchasing Agent make all purchases and contracts over \$25,000 based on competitive bids, unless the Board of Supervisors has waived competition. Due to limitations in vendor sources as outlined in the Sole Source Letter (Attachment A), the Public Health Department (PHD) is requesting your Board waive the requirement for a competitive bid for the purchase of ten (10) SmartMan CPR manikins.

Background:

In 2012, Santa Barbara County embarked on a quality improvement project with the goal of increasing survival from Sudden Cardiac Arrest. Through these efforts the survival rate doubled and is now 41.2% compared to the National average of 33.9%. Santa Barbara County is a recognized national leader in cardiac arrest treatment, and these results have been presented at major cardiac care conferences both nationally and internationally, such as San Diego and Prague.

This accomplishment was made possible by a purposeful training program led by the Santa Barbara County Emergency Medical Services (EMS) Agency, delivering structured education and training to prehospital EMS providers. It is important to recognize that this accomplishment is not an end destination, but a part of an ongoing commitment of enhancing the delivery of critical emergency medical care in the community.

The cornerstone of cardiac arrest care is the delivery of high-quality CPR and, when applicable, timely defibrillation. The EMS Agency has developed an evidence-based comprehensive training program for countywide EMS personnel. The SmartMan manikin offers real-time feedback for training with trackable data metrics on CPR performance. This tool will allow the EMS Agency to set CPR training standards and target education based on collected data. SmartMan Manikins are used by local EMS training programs such as Santa Barbara City College, and have been shown elsewhere to be a highly effective training system.

Purchasing the 10 SmartMan manikins will add to the Santa Barbara County EMS provider's cache of previously purchased SmartMan manikins that have been used for many years. V4EMS provides a database linked to the previously purchased SmartMan manikins that our EMS system has been utilizing for training and performance feedback and has approximately four years of data collected. The 10 new manikins will be added to the database for data tracking and distributed to the EMS providers that include fire agencies and American Medical Response.

V4EMS is the only manufacturer and distributor in this region for SmartMan manikins. There are other manikin models on the market, but they do not offer all the "bells and whistles" that the SmartMan offers and are not compatible with the computer software and database that are currently being used with existing SmartMan CPR manikins in the county. These manikins allow agencies to cross train as all of the manikins are linked to the same database, and data is collected for each individual participant. Additionally, SmartMan manikins are the only product to date that can be specifically programmed to match Santa Barbara County's unique CPR protocol. V4EMS also offers free ongoing support and on-site training that other companies do not offer for their products.

The manikins are necessary to maintain and improve our countywide Cardiac Arrest Management (CAM) system. SmartMan manikins are the gold standard in high performance CPR training, not purchasing the manikins could impact potential increases in survival rates for Sudden Cardiac Arrest victims in Santa Barbara County.

Performance Measure:

N/A

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

The purchase order with V4EMS for an amount not to exceed \$70,000 for the purchase of 10 manikins will be entirely funded by the Ambulance Penalty Assessment Fund. The manikins are being offered at a 19% discount. Training by V4EMS is included in the purchase and will be delivered by a local agent. There are no annual fees, subscription fees, or additional license fees once the manikins have been purchased.

The allotment is included in the Public Health Department Adjusted Budget. On December 5, 2017 your Board approved Budget Journal Entry 0005476 increasing appropriation for the purchase of these manikins.

There is no General Fund impact as a result of executing this agreement.

Key Contract Risks:

The purchase is considered low risk because V4EMS has worldwide markets and only sells the SmartMan CPR manikins. V4EMS has been in business since 2014.

Staffing Impacts:

Legal Positions:

0

FTEs:

0

There are no staffing impacts as a result of this action.

Special Instructions:

Please email an electronic copy of the Minute Order to phdcu@sbcphd.org and one copy of the minute order to Purchasing, Attn: Mark Masoner.

Attachments:

A. SmartMan Sole Source Letter

Authored by:

Nick Clay, EMS Agency Director, X5394, Nicholas.Clay@sbcphd.org