

RESOLUTION NO. .

BOARD OF SUPERVISORS, COUNTY OF SAN MATEO, STATE OF CALIFORNIA

*** * * * ***

**RESOLUTION AUTHORIZING VENDOR AGREEMENTS WITH, HOWMEDICA
OSTEONICS CORP. AND ZIMMER US, INC., FOR ORTHOPEDIC SUPPLIES,
SERVICES, AND EQUIPMENT DURING THE TERM OF JANUARY 1, 2017,
THROUGH DECEMBER 31, 2019, IN AN AMOUNT NOT TO EXCEED \$3,000,000 (IN
AGGREGATE), AND AUTHORIZING THE PURCHASING AGENT TO ENTER INTO
PURCHASE ORDERS UNDER THOSE AGREEMENTS**

RESOLVED, by the Board of Supervisors of the County of San Mateo, State of California, that

WHEREAS, orthopedic implant products, including replacement hips and knees and related products, are one of the more costly and high volume expenses relating to patient procedures at San Mateo Medical Center (SMMC); and

WHEREAS, SMMC is requesting your Board authorize the County to enter into vendor agreements for orthopedic implants and related products with Howmedica Osteonics Corp. and Zimmer US, Inc., which are among the industry leaders in orthopedic implants; and

WHEREAS, SMMC further asks your Board to authorize the Purchasing Agent or designee to enter into subsequent pricing agreements and/or purchase orders under these vendor agreements as needed during the three-year term, allowing SMMC providers the flexibility to use the products they feel are most appropriate for the particular patient, enhancing the range of options for surgeons and allowing them to take advantage of changes in implant technologies as they change over time, allowing

SMMC to track and review purchasing tends over time, and permitting SMMC to renegotiate pricing lists with vendors as needed and benefit from volume discounts with these vendors; and

WHEREAS, SMMC will load details of these arrangements into Caduceus, SMMC's Materials Management Inventory System, so that purchase orders can be issued and the usage tracked by line item and by vendor, to further assist SMMC in improving future negotiations and lowering costs; and

WHEREAS, the total amount of the vendor agreements and related pricing agreements and purchase orders for both vendors will not exceed the \$3,000,000 in aggregate during the three-year term; and

WHEREAS, SMMC is requesting that your Board waive the Request for Bid process because these vendors are the sole provider of their products, each vendor's products are not interchangeable between vendors, and using two vendors will help ensure competitive pricing for all products obtained through these vendors; and

WHEREAS, this Board has determined it is in the best interest of the County to waive the Request for Bids process; and

WHEREAS, this Board has been presented with forms of such vendor agreements, has examined and approved them as to both form and content, and desires to enter into them.

NOW, THEREFORE, IT IS HEREBY RESOLVED that the Request for Bids

process for said products is hereby waived.

BE IT FURTHER RESOLVED that the President of the Board be and is hereby authorized and directed to execute vendor agreements with these two vendors for and on behalf of the County of San Mateo for up to the listed three-year term and up to the total aggregate amount of three million dollars (\$3,000,000) between both vendors, and the County Purchasing Agent or designee be and is authorized to enter into pricing agreements and/or purchase orders under these vendor agreements.

BE IT ALSO RESOLVED that the Purchasing Agent or designee is authorized to amend or enter into vendor agreements, pricing agreements, and/or purchase orders which modify the County's maximum fiscal obligation under this Resolution by no more than \$25,000 (in aggregate) and/or modify the contract term and/or services so long as the modified term or services is/are within the current or revised fiscal provisions.

* * * * *