



**COUNTY OF SAN MATEO**  
Inter-Departmental Correspondence  
Health System



**Date:** September 7, 2016  
**Board Meeting Date:** October 18, 2016  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Louise Rogers, Chief, Health System  
Chester J. Kunnappilly, MD, Interim Chief Executive Officer, San Mateo Medical Center

**Subject:** Agreement With Haemonetics Corporation for a Blood Bank Information System

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Haemonetics Corporation to provide a blood bank information system, for the term of September 1, 2016 through August 31, 2021, in an amount not to exceed \$250,000.

**BACKGROUND:**

San Mateo Medical Center (SMMC) requires a US Food and Drug Association approved blood banking information system to provide a blood bank database. This database facilitates patient blood type matches while reducing risks associated with transfusion services. The information from this database is a critical factor in patient safety and a vital element in the decision making process during patient care and treatment.

**DISCUSSION:**

In April 2015, SMMC completed a Request for Proposals for a blood bank information system. Haemonetics Corporation was the lowest price provider, in addition to having the most innovative and user-friendly software application. Haemonetics' system provides improved access to patients' transfusion history, reducing the risks associated with transfusions and the research time involved in critical situations. In addition, the system will provide an accurate on-hand blood inventory and maintain the required documentation associated with storage and retention of patient records.

ISD has reviewed and approved the IT component of this agreement.

The County's Contract Compliance Committee has approved a waiver request for a five-year term. This contract is delayed due to protracted negotiations with the vendor.

The resolution contains the County's standard provisions allowing amendment of the County's fiscal obligations by a maximum of \$25,000 (in aggregate).

The agreement and resolution have been reviewed and approved by County Counsel as to form.

Approval of this agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by providing an automated blood transfusion system to reduce the chance of transfusion related errors. It is anticipated that this system will ensure compliance with the standards of the American Association of Blood Banks 100% of the time.

**PERFORMANCE MEASURE:**

Measure	FY 2015-16 Actual	FY 2016-17 Projected
Percentage this system will ensure compliance with the standards of the American Association of Blood Banks	NA*	100%

\* New measure

**FISCAL IMPACT:**

The term of the agreement is September 1, 2016 through August 31, 2021. The amount of the agreement is not to exceed \$250,000 for the five-year term. Funds in the amount of \$170,000 will be included in the SMMC FY 2016-17 Adopted Budget. Funds in the amount of \$20,000 will be included in the SMMC FY 2017-18 Recommended Budget. Similar arrangements will be made for future budget years.

The payment provisions and service levels in this agreement differ from the previous agreement because this agreement includes the system installation cost of \$150,000.

Expenses at SMMC are covered by fees for services or third-party payors whenever possible. The portion of expenses for services provided to the medically indigent or to those covered by programs that do not meet the full costs of care are covered by the County's General Fund contribution to SMMC, and are within the existing annual appropriation.

# Request for Proposals – Matrix

<b>1</b>	Where was the RFP advertised?	San Mateo Medical Center Website San Mateo County Procurement Website Public Purchase Website
<b>2</b>	In addition to any advertisement, list others to whom the RFP announcement was sent:	Haemonetics Software Solutions LifeSouth Community Blood Centers Meditech Mediware
<b>3</b>	State the total number of RFP's sent to prospective proposers:	6
<b>4</b>	How many proposals did you receive?	3
<b>5</b>	List in alphabetical order the names of the proposers (or finalists, if applicable) and the location:	Haemonetics, Software Solutions, Dorado Hills, CA 95762 Mediware, Lenexa KS 66214 Cerner Corporation of Kansas City, Missouri