



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 24-107

Board Meeting Date: 2/13/2024

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Louise F. Rogers, Chief, San Mateo County Health
Chester J. Kunnappilly, MD, Chief Executive Officer, San Mateo Medical Center

Subject: Amendment to the Agreement with Haemonetics, Inc. to Provide a Blood Bank Information System

RECOMMENDATION:

Adopt a resolution authorizing an amendment to the agreement with Haemonetics, Inc. to provide a blood bank information system, increasing the amount of the agreement by \$210,000 to an amount not to exceed \$485,000 with no change to the agreement term.

BACKGROUND:

San Mateo Medical Center (SMMC) requires a US Food and Drug Association-approved blood banking information system to operate a blood bank database. The system is necessary for safe and proper blood management to ensure SMMC patients receive compatible blood products. The system also provides historical tracking that is required per Federal and state laws and regulations. In April 2015, SMMC completed a Request for Proposals for a blood bank information system. Haemonetics Corporation (Haemonetics) was chosen due to its lowest price, in addition to having the most innovative and user-friendly software application.

In October 2016, the County and Haemonetics entered into an agreement for blood bank information system services from September 1, 2016, through August 31, 2021, in an amount not to exceed \$250,000.

The agreement has since been amended twice, with the current agreement extended through March 31, 2025, in an amount not to exceed \$275,000.

DISCUSSION:

This upgrade to Haemonetics' system (called "Safetrace") will allow the blood bank information system to receive orders for blood products and transfusion compatibility, transmit testing results to EPIC, and communicate and receive results from the laboratory's automated blood bank testing instrument. To be clear, the County would still need to upgrade the system as quoted, even without

connecting to EPIC. Rather, it is convenient to tie the Haemonetics Safetrace system to EPIC because of the EPIC implementation.

The cost of the agreement will increase by \$210,000 to an amount not to exceed \$485,000. Although the EPIC integration services for the Safetrace system are necessary to the EPIC implementation, the cost of adding EPIC integration services to Safetrace was not included as part of the EPIC implementation budget. SMMC plans to conduct a Request for Proposal for this service in mid-2024 to ensure that a competitively selected vendor will assume responsibility for this critical service once this agreement expires on March 31, 2025, and after EPIC is implemented. It is in the best interests of the County to proceed with connecting Safetrace to EPIC now to avoid adding potential delay to the EPIC implementation - a risk if a new blood bank information system contract were to be evaluated and competitively procured at this time.

County Attorney has reviewed and approved the resolution and amendment as to form.

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

The Information Services Department has reviewed and approved the IT component of this agreement.

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 2023-24 Estimated	FY 2024-25 Projected
Percentage of time this system ensures compliance with the standards of the American Association of Blood Banks	100%	100%

FISCAL IMPACT:

The term of the amended agreement is September 1, 2016, through March 31, 2025. The amendment increases the amount payable under the agreement by \$210,000 to an amount not to exceed \$485,000 for the 102-month term. Funds in the amount of \$78,750 are included in the SMMC FY 2023-24 Adopted Budget. Funds in the amount of \$131,250 are included in the SMMC FY 2024-25 Recommended Budget.

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 is covered by the County's General Fund contribution to SMMC and is within the existing annual appropriation.