



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 24-217

Board Meeting Date: 3/26/2024

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: Agreement with Renovo Solutions, LLC to Provide Bio-Medical Equipment Maintenance and Management Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Renovo Solutions, LLC to provide bio-medical equipment maintenance and management services for the term of March 1, 2024, through February 28, 2029, in an amount not to exceed \$13,700,000.

BACKGROUND:

San Mateo Medical Center (SMMC) has been using outside biomedical engineering services for the maintenance and repair of patient care and non-patient care medical equipment. Due to the variety of medical center equipment, complexity of technology involved, and the need to secure parts quickly, it continues to be in the best interest of the County to use an outside vendor to provide this service. In November 2023, SMMC completed a Request for Proposals for bio-medical equipment maintenance and management services and has elevated Renovo Solutions LLC as the best proposal.

DISCUSSION:

SMMC is recommending the Board to approve this agreement with Renovo Solutions, LLC due to their leading-edge approach to providing biomedical services, along with their competitive pricing.

This agreement is going to this Board late due to prolonged negotiations with the vendor.

County Attorney has reviewed and approved the resolution and agreement 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 County's Contract Compliance Committee has approved a waiver request for a five-year term for this agreement.

It is anticipated that 100% of scheduled preventative maintenance will be conducted on time for high-risk biomedical equipment, and that more than 97% of scheduled preventative maintenance will be conducted on time for non-high-risk and mission critical equipment, as measured on an annual basis.

PERFORMANCE MEASURE:

Measure	FY 2023-24 Estimated	FY 2024-25 Projected
Percentage of time that scheduled preventative maintenance is conducted on time for high-risk biomedical equipment	100%	100%
Percentage of scheduled preventative maintenance that is conducted on time for non-high-risk and mission critical equipment	>97%	>97%

FISCAL IMPACT:

The term of the agreement is March 1, 2024, through February 28, 2029. The amount of the agreement is not to exceed \$13,700,000 for the five-year term. Funds in the amount of \$913,333 are included in the SMMC FY 2023-24 Adopted Budget. Funds in the amount of \$2,740,000 will be included in the SMMC FY 2024-25 Recommended Budget.

The payment provisions and levels of services in this contract differ from that of the previous contract, due to an increase in the number of weekly visits to be made by the vendor, in order to properly maintain and repair medical equipment. The total value of the new contract represents a 17% increase compared to that of the previous contract.

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.

ATTACHMENT:

RFP Matrix