



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 18-495

Board Meeting Date: 6/19/2018

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

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

Subject: Agreement with Stryker Sales Corporation to Provide Service Equipment Coverage

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Stryker Sales Corporation to provide service equipment coverage, for the term of April 1, 2018 through March 31, 2021, in an amount not to exceed \$105,000.

BACKGROUND:

San Mateo Medical Center (SMMC) uses service agreements to repair and maintain its surgery equipment to keep it in optimal condition for operating room procedures.

DISCUSSION:

SMMC recently purchased new laparoscopic equipment from Stryker Sales Corporation (Stryker) to replace its current equipment. This agreement with Stryker will provide service and maintenance coverage to keep the equipment in optimal condition. In addition, Stryker will provide overnight loaner equipment in the event that extensive repairs are needed, to reduce the impact on SMMC's patients. Stryker uses proprietary technology and is the sole provider of service for their equipment. Therefore, SMMC is requesting that your Board waive the Request for Proposals process.

The agreement and resolution have been reviewed and approved by County Counsel as to form. This agreement is coming to your Board late due to protracted negotiations.

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

The agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by maintaining SMMC's equipment to provide the highest quality of care to its patients. It is anticipated that equipment repairs will be completed or a loaner dispatched within four hours.

PERFORMANCE MEASURE:

Measure	FY 2016-17 Actual	FY 2018-19 Projected
Time within which repairs will be completed or a loaner dispatched	N/A*	4.0 hours

New Measure *

FISCAL IMPACT:

The term of the agreement is April 1, 2018 through March 31, 2021. The amount of the agreement is not to exceed \$105,000 for the three-year term. Funds in the amount of \$11,666 is included in the SMMC FY 2017-18 Adopted Budget. Funds in the amount of \$35,000 will be included in the SMMC FY 2018-19 Recommended Budget. Similar arrangements will be made for future years.

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.