



County of San Mateo

Inter-Departmental Correspondence

Department: HEALTH

File #: 18-1143

Board Meeting Date: 12/11/2018

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 for Biomedical Services

RECOMMENDATION:

Adopt a resolution authorizing an agreement with Renovo Solutions, LLC for biomedical services for the term of January 1, 2019 through December 31, 2023, in an amount not to exceed \$5,500,000.

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 for the past 35 years. 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.

DISCUSSION:

SMMC completed a Request for Proposals process in May 2018 and Renovo Solutions, LLC was chosen because of its innovative approach to providing biomedical services along with its competitive pricing.

The County's Contract Compliance Committee has approved a waiver request for a five-year term for this agreement.

The agreement and Resolution have been reviewed and approved by County Counsel 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 agreement contributes to the Shared Vision 2025 outcome of a Healthy Community by ensuring that SMMC's biomedical and diagnostic imaging equipment are consistently maintained for use in diagnosis and treatment of its patients. It is anticipated that preventative maintenance on biomedical

equipment will be maintained 100% of the time.

PERFORMANCE MEASURE:

Measure	FY 2017-18 Actual	FY 2018-19 Projected
Percentage of preventative maintenance performed on biomedical equipment	75%	100%

FISCAL IMPACT:

The term of the agreement is January 1, 2019 through December 31, 2023. The amount of the agreement is not to exceed \$5,500,000 for the five-year term. Funds in the amount of \$550,000 are included in the SMMC FY 2018-19 Adopted Budget. Similar arrangements will be made in future years.

The payment provisions are increased by 37% from the previous agreement because of a 10% increase in the amount of inventory covered under this agreement.

Expenses at SMMC are covered by fees for services or third-party payers 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.