



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** HEALTH

**File #:** 21-604

Board Meeting Date: 7/20/2021

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**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 Vitalant to Provide Blood Products and Blood Services

**RECOMMENDATION:**

Adopt a resolution authorizing an agreement with Vitalant to provide blood products and blood services for the term of January 1, 2021, through December 31, 2026, in an amount not to exceed \$1,500,000.

**BACKGROUND:**

Modern medical treatments necessitate that hospitals have a safe supply of whole blood or specific blood components to treat various medical conditions or to replace blood loss due to surgery or other situations. San Mateo Medical Center (SMMC) has a continuing need for blood products and blood services.

**DISCUSSION:**

In November 2020, SMMC completed a Request for Proposals for a vendor to supply blood products and blood services. Vitalant was chosen as the vendor best suited to handle SMMC's needs. This agreement is going to your Board late due to prolonged negotiations with the vendor.

Vitalant has assured compliance with the County's non-discrimination requirements, however, SMMC is requesting your Board approve modification to such requirement removing the reporting section as required under the non-discrimination provisions section of the 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 County's Contract Compliance Committee has approved a waiver request for a five-year term for this agreement.

It is anticipated that the completion time for every STAT order to delivery will be under four hours.

**PERFORMANCE MEASURE:**

Measure	FY 2020-21 Estimated	FY 2021-22 Projected
Completion time for every STAT order to delivery	<4 hours	<4 hours

**FISCAL IMPACT:**

The term of the agreement is January 1, 2021, through December 31, 2026. The amount of the agreement is not to exceed \$1,500,000 for the five-year term. Funds in the amount of \$150,000 are included in the SMMC FY 2020-21 Adopted Budget. Funds in the amount of \$300,000 are included in the SMMC FY 2021-22 Recommended Budget. Similar arrangements will be made for future years.

The payment provisions and levels of services in this contract are essentially the same as 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