



# CITY COUNCIL AGENDA REPORT

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MEETING DATE: DECEMBER 1, 2009

ITEM NUMBER:

**SUBJECT: PURCHASE OF EMS SUPPLIES FROM BOUND TREE MEDICAL THROUGH COOPERATIVE PRICING AGREEMENT**

**DATE: NOVEMBER 9, 2009**

**FROM: FINANCE DEPARTMENT- FINANCIAL PLANNING DIVISION**

**PRESENTATION BY: COLLEEN O'DONOGHUE, ASSISTANCE FINANCE DIRECTOR**

**FOR FURTHER INFORMATION CONTACT: DEBBIE CASPER, C.P.M., CPPB AT 714/754-5212**

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## **RECOMMENDATION:**

Approve the purchase of emergency medical supplies through the Huntington Beach cooperative pricing agreement offered by Bound Tree Medical, 5000 Tuttle Crossing Boulevard, Dublin, Ohio 43016, in an amount not to exceed \$75,000.

## **BACKGROUND:**

The Fire Department requires paramedic supplies for all medical and related calls. The City began doing business with Bound Tree Medical through a series of mergers.

In 1995, Bound Tree Medical merged with ALS and then Bound Tree/ALS merged with Parr Emergency Products in 2001. The City established a contract with PMX Medical in 1999 and at the end of 2001, Bound Tree purchased PMX Medical. Bound Tree has been providing paramedic supplies to the City since 2001. The Fire Department has expressed a strong satisfaction with the products available from Bound Tree. In addition, Bound Tree offers good customer service and an online ordering system.

The Costa Mesa City Council approved participation in other public agencies' purchasing bids and contracts with adoption of Resolution 94-11 on March 7, 1994. The City of Huntington Beach went out for competitive bid and awarded purchase order 9037-OC to the Bound Tree Medical, the lowest and only responsive and responsible bidder, who met the required specifications. Bound Tree has extended the pricing agreement available through the City of Huntington Beach formal solicitation to the City of Costa Mesa. This contract runs through October 31, 2010. Purchasing staff compared the total expenditures for the past year at the current pricing to the pricing agreement through the City of Huntington Beach. Analysis shows that by using the Huntington Beach price agreement, the City can save \$8,600 based on last years expenditures. The contract also provides the flexibility of adding additional items at discounted pricing on an as needed basis.

## **ANALYSIS:**

Purchasing staff searched for additional cooperative contracts available for the purchasing emergency medical supplies and found a contract awarded by the City of San Diego to McKesson through National Intergovernmental Procurement Alliance (NIPA). While the pricing was very competitive, McKesson was only able to supply 10% of our required list of supplies and this did not appear to be a viable option.

**ALTERNATIVES CONSIDERED:**

Purchasing staff could send out a formal bid for emergency medical supplies, however based on the competitive pricing available through the Huntington Beach agreement staff doesn't see any added benefits of doing this at this time.

Purchasing staff researched alternative contracts for the supplies purchased by the Fire Department and found that the pricing available through the City of Huntington Beach to be the best alternative to meet the current needs of the Fire Department while saving the City money.

**FISCAL REVIEW:**

The expenditures during the past year through October 31, 2009 were approximately \$70,000. The FY 09-10 adopted budget provides funding for the purchase of emergency medical supplies in the Fire Department. By utilizing the Huntington Beach pricing contract, it is anticipated that the City will save approximately \$8,600 based on last year expenditures.

**LEGAL REVIEW:**

There is no legal review required on this item.

**CONCLUSION:**

Based on the analysis of the savings that the City of Costa Mesa will realize by utilizing the Huntington Beach pricing contract with Bound Tree Medical and the overall satisfaction of the Fire Department, it is recommended that City Council approve the purchase of emergency medical supplies through the Huntington Beach price agreement with Bound Tree Medical beginning December 1, 2009 and continuing through October 31, 2010.

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COLLEEN O'DONOGHUE  
Assistant Director of Finance

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DEBBIE CASPER, C.P.M., CPPB  
Purchasing Supervisor

Attachment I, [Letter from Bound Tree](#)  
Attachment II, [Pricing comparison](#)