

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

433



FROM: Department of Public Health

SUBMITTAL DATE:
August 25, 2014

SUBJECT: Approve the procurement of two Satellite Communications Systems for Riverside County hospitals via competitive bidding process with one bid response received. [Districts – 4,5] [Cost not to exceed \$35,000.00] [Federal funding]

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve the procurement of two Satellite Communications System from Teleira Resilient Communications for Hospitals located within the County of Riverside; and
2. Authorize the County Purchasing Agent, in accordance with Ordinance No. 459, to make future purchases based on the availability of grant funding through June 30, 2016.

BACKGROUND:

Summary

The Department of Public Health (DOPH), as the administrator of the Hospital Preparedness Program (HPP) grant, is responsible for improving coordination between the DOPH and hospitals, clinics, and long-term care facilities throughout the County by enhancing surge capacity, communications capabilities, planning for mass casualty/mass fatality events and mass medical evacuation. (See page 2)

Susan D. Harrington

Susan Harrington, MS, RD, Director
Department of Public Health

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 35,000.00	\$ 0.00	\$ 35,000.00	\$ 0.00	Consent ☐ Policy ☒
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$ 0.00	

SOURCE OF FUNDS: 100% federal funding through the Hospital Preparedness Program grant.

Budget Adjustment: No

For Fiscal Year: 14/15

C.E.O. RECOMMENDATION:

APPROVE

BY: *Jennifer L. Sargent*
Jennifer L. Sargent

County Executive Office Signature

MINUTES OF THE BOARD OF SUPERVISORS

- Purchasing: *Mark Seller, Assistant Director*
- Departmental Concurrence
- ☐ A-30 ☐ Positions Added ☐ Change Order
- ☐ 4/5 Vote

Prev. Agn. Ref.:

District: 4,5

Agenda Number:

3-78

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA
FORM 11:**

SUBJECT Approve the procurement of two Satellite Communications Systems for Riverside County hospitals via competitive bidding process with one bid response received. [Districts – 4,5] [Cost not to exceed \$35,000.00] [Federal funding]

DATE: August 25, 2014

PAGE: 2 of 2

BACKGROUND: (continued)

Summary

Disaster drills continue to highlight the need for reliable and redundant communications to adequately respond to a disaster. DOPH works with healthcare facilities to identify communications gaps and methods for filling said gaps. As part of this process, DOPH and the hospitals have identified the need for satellite communication capabilities.

Teleira provides a redundant communications system that will allow a facility's existing phone system and internet to switch to the satellite system automatically if the regular system experiences an outage. The satellite phone system is designed specifically to provide communication redundancy to ensure that business continuity, rapid response capability and disaster recovery are not interrupted due to a communications failure.

This system is in use at Desert Regional Medical Center and is the standard system being implemented by hospitals with funding to support the ongoing costs. The new systems will be installed at San Geronio Memorial Hospital and Eisenhower Medical Center. Grant funds are being used to purchase and install the equipment. Both hospitals have committed to paying the annual service and maintenance fees.

Impact on Citizens and Businesses

PHEPR will coordinate with San Geronio Hospital and Eisenhower Medical Center to ensure the above mentioned capabilities are implemented to better prepare our communities for any health/medical disaster, whether man-made or natural. There is no negative impact on the citizens or businesses in the county.

Contract History and Price Reasonableness

The Purchasing Department solicited a competitive bid (RFP#HSARC-279) for a Backup Satellite Communication System on March 6, 2014. The RFP notification was emailed to eight companies known to have provided similar systems and was advertised on publicpurchase.com. Purchasing received one responsive bid from Teleira with hardware costs of \$11,795 and \$4,750 for delivery, installation, training, configuration, and testing. The bid was reviewed and evaluated by an evaluation committee that consisted of representatives from Riverside County Public Health Emergency Preparedness and Response (one representative) and Desert Regional Medical Center (two representatives). Other companies did not submit a bid because they are more specialized in maritime and could not interface with the existing hardware and phone numbers. Stakeholders would have to purchase new and costly equipment provided by their respective company. The evaluation committee evaluated and scored the proposal based on the evaluation criteria outlined in the RFP and found Teleira to be a very responsive/responsible bidder with much experience and expertise for this requirement. The evaluation committee recommended the award be given to Teleira for the required system.

SUPPLEMENTAL:

Additional Fiscal Information

One hundred percent federal grant funded by the Hospital Preparedness Program.

Date: August 21, 2014

From: Susan Harrington, Director of Public Health

Dept/Agency: Public Health Emergency Preparedness & Response

To: Board of Supervisors

Via: Purchasing Agent

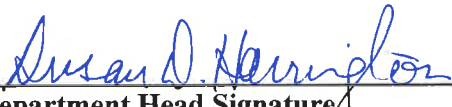
Subject: Sole Source Procurement for a Satellite Communications System for Hospitals

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

1. **Supply/Service being requested:** The Department of Public Health (DOPH), as the administrator of the Hospital Preparedness Program (HPP) grant, is requesting to purchase two satellite backup phone systems – one for San Geronio Memorial Hospital and the other for Eisenhower Medical Center. The satellite phone system is designed specifically to provide communication redundancy to ensure that business continuity, rapid response capability and disaster recovery are not interrupted due to a communication failure during an emergency.
2. **Supplier being requested:** Teleira Resilient Communications, 11778 Election Rd., Suite 140, Draper, UT 84020.
3. **Alternative suppliers that can or might be able to provide supply/service:** None. Teleira is the only company that has the ability to integrate into the existing phone system and allow inbound calls and outbound calls. The advantage for the hospital is that partners and the community at large will be able to contact the hospital using regular business phone numbers when traditional phone lines have been disrupted.
4. **Extent of market search conducted:** Internet and an RFP (HSARC-279) process. The RFP was sent to eight satellite communication companies known to have provided similar equipment and was posted on publicpurchase.com. Representatives from four different companies participated in the non-mandatory conference call but did not submit a bid because they are more specialized in maritime and could not interface with the existing hardware and phone numbers. Stakeholders would have to purchase new and costly equipment provided by their respective company.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Teleira Resilient Communications has several features that are not available with other suppliers. First, it has the ability to integrate into the existing phone system and designated phone directory, allowing the public and other stakeholders to continue communications with the hospital during a disaster. Second, it has the capability to receive incoming calls from anywhere in the United States. Other providers' equipment requires communication only through devices provided by their respective company. This

prohibits most, if not all, of the community and other stakeholders from being able to contact the hospital. Third, Teleira Resilient Communications does not require a multi-year agreement, which is unique to this service.

6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** DOPH receives federal funding that is used to enhance hospital and healthcare system planning and response. Disaster drills continue to identify the need for reliable communications to adequately respond to a disaster. Teleira Resilient Communications will provide the ability to maintain communication at all times, regardless of the event, allowing the hospital to continue to provide access to healthcare during an emergency.
7. **Price Reasonableness:** Similar products can cost up to \$80,000 and require the purchase of equipment such as phones and phone accessories and require a multi-year contract for service. Teleira Resilient Communications costs \$35,000 for the two hospitals which includes equipment and installation.
8. **Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain).** Yes, there are annual service fees; however, San Geronio and Eisenhower Medical Center have agreed to pay the annual service fees and any ongoing annual fees. Additional healthcare facilities may opt to purchase the same communication system in the future pending the availability of grant funding.
9. **Period of Performance:** July 1, 2014 through June 30, 2015.

 8/25/14
Department Head Signature Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$35,000

One time

Annual Amount through 6-30-15


Purchasing Agent

8-29-14
Date

15-173
Approval Number
(Reference on Purchasing Documents)