

**Meeting Date:** 5/31/2016

**Report Type:** Consent

**Report ID:** 2016-00571

**Title: Agreement: Purchase of ARROW® EZ-IO® Power Drivers and Needle Sets from Arrow International, Inc. (Two-Thirds Vote Required)**

**Location:** Citywide

**Recommendation:** Pass a Resolution 1) suspending competitive bidding in the best interests of the City; and 2) authorizing the City Manager, or his designee, to approve purchase of ARROW® EZ-IO® intraosseous infusion (IO) power drivers and needle sets through June 30, 2019 with two (2) one-year renewal options, for a total expenditure not to exceed \$225,000 provided sufficient funds are available in the budget adopted for each of the applicable fiscal years.

**Contact:** Scott Williams, Assistant Chief, (916) 808-8050, Fire Department

**Presenter:** None

**Department:** Fire

**Division:** Emergency Medical Response2510

**Dept ID:** 12001441

**Attachments:**

1-Description/Analysis

2-Resolution

3-Vendor Documents

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### **City Attorney Review**

Approved as to Form

Gary Lindsey

5/20/2016 2:36:56 PM

### **Approvals/Acknowledgements**

Department Director or Designee: Walt W. White - 5/11/2016 10:52:58 AM

## Description/Analysis

**Issue Detail:** Arrow International, Inc. is the sole manufacturer of ARROW® EZ-IO® power drivers and needle sets. Arrow International, Inc. does not authorize distribution of EZ-IO® power drivers and needle sets by any retailer. The use of ARROW® EZ-IO® power drivers and needle sets are based on the unique needs and operations of the Fire Department's Emergency Medical Services (EMS) Division as well as compliance with the requirements set by Sacramento County Emergency Medical Services Agency (SCEMSA). Therefore, staff is requesting the City Council suspend competitive bidding and approve the purchase agreement with Arrow International, Inc. for the purchase of these supplies.

**Policy Considerations:** The recommendations in this report are in accordance with provisions of the City Code Section 3.56.230, which explains a two-thirds vote by Council is required to suspend competitive bidding for any purchase or contract, and City Code section 3.56.090, which requires Council approval for any contracts over \$100,000.

**Economic Impacts:** None.

**Environmental Considerations:** Ongoing administrative maintenance activities, such as purchases of supplies, equipment or materials which are not made for purposes of a public construction project, do not constitute a "project" and are exempt from the California Environmental Quality Act (CEQA) CEQA Guidelines, Section 15061(b) (3), 15378 (b) (2).

**Sustainability:** There are no sustainability considerations applicable to approving the Arrow International, Inc. agreement.

**Commission/Committee Action:** N/A

**Rationale for Recommendation:** The Fire Department has a continued requirement to provide Advanced Life Support (ALS) services to the residents of the City of Sacramento and the surrounding areas. In providing ALS services, the Fire Department is required by SCEMSA to use the ARROW® EZ-IO® power drivers and needle sets in cases where adult and/or pediatric patients are unable to be successfully intravenously cannulated in two attempts or within two minutes, and who need administration of medication or intravenous fluids for 1) cardiac arrest, 2) patients in extremis who have immediate life-saving need for an intravenous medication or intravenous fluids (critical trauma patients), or 3) when indicated by protocols.

The Fire Department responded to approximately 49,000 calls for emergency medical services last year. The types of medical supplies that need to be purchased must be in compliance with the requirements set by the SCEMSA and meet the operational needs of the Fire Department. During the research of the availability of potential vendors that could

supply an intraosseous infusion device, staff found that Arrow International, Inc. retains exclusive rights to distribute ARROW® EZ-IO® power drivers and needle sets.

**Financial Considerations:** Sufficient funding is available in the Department FY 2016/17 proposed operating budget, subject to Council adoption on June 14, 2016. Approval of the contract for the subsequent fiscal years will be subject to Council approval of sufficient funding for the contract in the Department's budget.

Staff is recommending approval of an agreement with Arrow International, Inc., for the purchase of ARROW® EZ-IO® power drivers and needle sets through June 30, 2019 with two (2) one-year renewal options. The final contract date with the implementation of the two (2) one-year renewal options would be June 30, 2021. The total not to exceed amount for the life of the contract including the two (2) one-year renewal options will be \$225,000.

**Local Business Enterprise (LBE):** Arrow International, Inc. is not an LBE. The minimum LBE participation requirement is waived for the procurement of supplies totaling greater than \$100,000 because of the limited number of local suppliers and subcontracting is generally not practical or financially beneficial to the City.

## RESOLUTION NO.

Adopted by the Sacramento City Council

### **AGREEMENT: PURCHASE OF ARROW® EZ-IO® POWER DRIVERS AND NEEDLE SETS FROM ARROW INTERNATIONAL, INC.**

#### **BACKGROUND**

- A. The Fire Department has continued requirements to provide Advanced Life Support (ALS) services to the residents of the City of Sacramento and the surrounding areas. The Fire Department responded to approximately 49,000 calls for emergency medical services last year. In providing ALS services, the Fire Department is required to use ARROW® EZ-IO® power drivers and needle sets in cases where adult and/or pediatric patients are unable to be successfully intravenously cannulated in two attempts or two minutes and who need administration of medication or intravenous fluids for 1) cardiac arrest, 2) patients in extremis who have immediate life-saving need for an intravenous medication or intravenous fluids (critical trauma patients), or 3) when indicated by protocols.
- B. The types of medical supplies that need to be purchased must be in compliance with the requirements set by the Sacramento County Emergency Medical Services Agency (SCEMSA) and meet the operational needs of the Fire Department. During the research of the availability of potential vendors that could supply an intraosseous infusion device, staff found that Arrow International, Inc. ARROW® EZ-IO® power drivers and needle sets met the requirements for the Fire Department.
- C. Staff is recommending approval of an agreement with Arrow International, Inc. for the purchase of ARROW® EZ-IO® power drivers and needle sets through June 30, 2019 with two (2) one-year renewal options. The final contract date with the implementation of the two (2) one-year renewal options would be June 30, 2021. The total not to exceed amount for the life of the contract including the two (2) one-year renewal options will be \$225,000.

#### **BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:**

- Section 1. Suspend formal competitive bidding for the purchase of ARROW® EZ-IO® intraosseous infusion (IO) power drivers and needle sets from Arrow International, Inc.
- Section 2. The City Manager, or his designee, is hereby authorized to approve purchase of ARROW® EZ-IO® intraosseous infusion (IO) power drivers and needle sets through June 30, 2019 with two (2) one-year renewal options provided sufficient funds are available in the budget adopted for each of the applicable fiscal years. The final contract date with the implementation of the two (2) one-year renewal options would be June 30, 2021. The total not to exceed amount for the life of the contract including the two (2) one-year renewal options will be \$225,000.



Teleflex

3015 Carrington Mill Blvd.  
Morrisville, NC 27560  
USA

Phone: 919-544-8000

[www.teleflex.com](http://www.teleflex.com)

January 7, 2016,

RE: Sole Source Letter – EMS/Hospital

To: Current/Prospective ARROW® Customer

Thank you for your interest in the ARROW® EZ-IO® Intraosseous Vascular Access System. Arrow International, Inc., a subsidiary of Teleflex Incorporated, utilizes a direct sales team to market, sell and service all non-military Emergency Medical Services and Hospital customers within the continental United States and Canadian markets who use or desire to purchase the ARROW® EZ-IO® System.

The ARROW® EZ-IO® System utilizes a proprietary patented needle and power driver technology, and both required components are supplied directly by Arrow International, Inc.

Arrow International, Inc. is the sole manufacturer of the ARROW® EZ-IO® System, and no other battery-powered needle/driver IO device is currently available in the market.

If you have any questions or concerns, please do not hesitate to call me.

Sincerely,

Morgan Rankin  
National Sales Manager, EMS  
Teleflex Incorporated

August 28, 2014

Dear Valued Customer,

As announced on December 2, 2013, Teleflex Incorporated has completed its acquisition of Vidacare LLC (formerly Vidacare Corporation). As part of the integration process, effective September 29, 2014, Vidacare's commercial operations will be transitioned to Arrow International, Inc., another wholly-owned subsidiary of Teleflex Incorporated, and to one centrally located Customer and Financial Services Center in Research Triangle Park, North Carolina. As a result, you will see a change in the order placement and remittance processes for Vidacare products.

Beginning September 29, 2014, please place your orders for Vidacare products by contacting our Customer Service Center using any of the following methods:

- Email: [vidacare@teleflex.com](mailto:vidacare@teleflex.com)
- Phone: (866) 479-8500
- Fax: (866) 431-6194

Orders placed but not already shipped by September 29, 2014 will automatically be transitioned without any further action on your part.

If you are already purchasing directly from Arrow International, Inc. (or its affiliate Teleflex Medical Incorporated), you may continue to use your existing Teleflex Medical / Arrow International customer account number to place orders for Vidacare products. Those customers who are new to Teleflex Medical / Arrow International will be issued new customer account numbers when placing their initial orders. For those customers, a separate mailer with additional details will be sent to you in the next few weeks.

As of September 29, 2014, you will also no longer receive invoices from Vidacare. Invoices for purchase orders after this date will be from Arrow International, Inc. and will have a different remittance address than that previously used for Vidacare. In this regard, for any invoices issued by Vidacare, please continue to use the following remittance address:

Vidacare  
Dept. 2474  
PO Box 122474  
Dallas, TX 75312-2474

Once you begin to receive invoices issued by Arrow International, Inc., please update your accounts payable records to reflect the following new remittance address:

Arrow International  
P.O. Box 60519  
Charlotte, NC 28260-0519

If you make payments electronically, please also update your accounts payable records to reflect the following remittance instructions:

Arrow International  
C/O Wells Fargo Bank, N.A., San Francisco, CA  
420 Montgomery Street  
San Francisco CA 94104  
Account #2000040988562  
Routing / ABA #121000248  
SWIFT Code: WFBIUS6S

Please note that if you have existing Teleflex Medical / Arrow International payment terms, those terms will, as of September 29, 2014, override any pre-existing Vidacare payment terms you may have had. If, however, you have no existing Teleflex Medical / Arrow International payment terms, your Vidacare payment terms will automatically transfer. Should you have any questions in this regard, please contact Peter Szarek, Senior Director at Arrow International's Credit and Collections Department by telephone at (919) 433-4898.

Beginning on September 29, 2014, the terms and conditions applicable to all sales of Vidacare products will be the standard terms and conditions of Teleflex Medical / Arrow International. You can find an electronic copy of the current Teleflex Medical / Arrow International terms and conditions at:

[http://www.teleflex.com/en/usa/documents/General\\_Terms\\_and\\_Conditions\\_\(North\\_America\).pdf#](http://www.teleflex.com/en/usa/documents/General_Terms_and_Conditions_(North_America).pdf#)

For your convenience, we have enclosed a copy of the Arrow International, Inc. W-9 form for your records. Please share this information with all relevant departments within your organization to ensure prompt processing of all requests and inquiries.

Thank you in advance for your cooperation, and as always, thank you for your continued business!

Sincerely,

Nigel Bark  
Vice President, Vidacare

Attachment 1

Teleflex

3015 Carrington Mill Blvd.  
Morrisville, NC 27560  
USA

Phone: 919-544-8000

www.teleflex.com

**EZ-IO® Price List-EMS**  
**(pricing is not inclusive of freight)**

PART #	ITEM	PRICE
9018P-VC-005	EZ-IO® 15mm Needle+Stabilizer Kit (Box of 5)	\$ 665.00
9001P-VC-005	EZ-IO® 25mm Needle+Stabilizer Kit (Box of 5)	\$ 665.00
9079P-VC-005	EZ-IO® 45mm Needle+Stabilizer Kit (Box of 5)	\$ 665.00
9018-VC-005	EZ-IO® 15mm Needle (Box of 5)	\$ 550.00
9001-VC-005	EZ-IO® 25mm Needle (Box of 5)	\$ 550.00
9079-VC-005	EZ-IO® 45mm Needle (Box of 5)	\$ 550.00
9018-VC-001	EZ-IO® 15mm Needle (ea)	\$ 115.00
9001-VC-001	EZ-IO® 25mm Needle (ea)	\$ 115.00
9079-VC-001	EZ-IO® 45mm Needle (ea)	\$ 115.00
9058	EZ-IO® Vascular Access Power Driver (ea)	\$ 295.00
9066-VC-005	EZ-Stabilizer® (Box of 5)	\$ 50.00
9065	EZ-IO® Power Driver Vascular Access Pack (Soft-Sided Case) (ea)	\$ 39.95
9074	EZ-IO® Power Driver Hard-Sided Carrying Case (ea)	\$ 18.95
9072	EZ-IO® Power Driver Cradle (ea)	\$ 10.40
9021	EZ-IO® 15mm Training Needle (ea)	\$ 35.00
9017	EZ-IO® 25mm Training Needle (ea)	\$ 35.00
9078	EZ-IO® 45mm Training Needle (ea)	\$ 40.00
9059	EZ-IO® Training Power Driver (ea)	\$ 143.00
1051-16-1	Adult Humeral Head w/ Skin Patch (ea)	\$ 33.00
1051-16	Adult Humeral Head w/o Skin Patch (ea)	\$ 26.00
1052-1	Pediatric Humerus w/ Skin Patch (ea)	\$ 36.00
1052	Pediatric Humerus w/ Skin Patch (ea)	\$ 20.00
1125-29-1	Adult Proximal Tibia (ea)	\$ 37.00
1117-5-1	Child Tibia (ea)	\$ 35.00
1167-2	Infant Tibia-Fibula (ea)	\$ 25.00
1126-110	Distal Tibia/Ankle Bone (ea)	\$ 34.00
1522-440	Dense Bone Training Block (ea)	\$ 24.00
9034TK	EZ-IO® Training Kit (ea)	\$ 385.35

Sincerely,

Dave K. Price  
Sr. Director, Commercial Operations  
Teleflex