



City of Austin

Recommendation for Action

File #: 24-4285, **Agenda Item #:** 22.

4/18/2024

Posting Language

Authorize negotiation and execution of four contracts for emergency medical supplies with Bound Tree Medical Inc., Henry Schein Inc. d/b/a Henry Schein, Life-Assist Inc., and Quadmed Inc., each for up to five years in amounts not to exceed \$20,500,000, divided among the contractors.

[Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program). For the goods required for this procurement, there were no subcontracting opportunities; therefore, no subcontracting goals were established].

Lead Department

Financial Services Department.

Client Department(s)

All City Departments.

Fiscal Note

Funding in the amount of \$2,050,000 is available in the Fiscal Year 2023-2024 Operating Budgets of various City departments.

Funding for the remaining contract terms is contingent upon funding in future budgets.

Purchasing Language:

Multiple cooperative purchase programs were reviewed for these goods. The Financial Services Department has determined these contractors best meet the needs of the client departments to provide the goods required at the best value for the City.

For More Information:

Direct questions regarding this Recommendation for Council Action to the Financial Services Department - Central Procurement at: FSDCentralProcurementRCAs@austintexas.gov or 512-974-2500.

Additional Backup Information:

These contracts will provide emergency medical supplies, soft goods, and medications used in pre-hospital patient care by the Austin-Travis County Emergency Medical Services (ATCEMS), Austin Fire Department (AFD), Department of Aviation, Austin Resource Recovery, Austin Police Department, Parks and Recreation Department, and Austin Public Library. ATCEMS and AFD respond to medical emergencies at all hours, 365 days a year. ATCEMS provides advanced life support response and transport to all areas within Travis County boundaries and AFD provides basic life support first response to areas within the City boundaries.

The medications are needed to treat and stabilize individuals in instances such as heart attack, heart complications, stroke, breathing difficulties, or diabetic events. Soft goods are required in the administration of medications, breathing and airway management, spinal immobilization, and bandaging and splints for bone

fractures, lacerations and wounds. Medical supplies include diagnostic tools and items such as blood pressure cuffs, thermometers, laryngoscope blades and handles, glucometers, blankets, and sharps containers for used IVs, catheters, and needle disposal kits.

These contracts will supplement an existing contract during periods of shortages. Estimates are based on annual usage, forecasted future usage including several new EMS stations opened in recent years, several new stations anticipated to open during the term of this contract, and increases in prices for medical supplies and pharmaceuticals.

Texas Association of School Boards (BuyBoard) is a cooperative purchasing association recognized under Texas procurement statutes. Cooperative associations, themselves or using a lead government, competitively solicit and award contracts that are eligible for use by other qualified state and local governments. Due to their substantial volumes, larger than any one government could achieve independently, cooperative contracts routinely include superior terms, conditions, and pricing. Use of cooperative contracts also results in lower administrative costs and time savings.

A delay in contract approval could impact ATCEMS and AFD's ability to respond to medical emergencies.