

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20140135**

**ACTION REQUESTED/PURPOSE:**

For Public Safety:

- (A) Approve the award of Project # PB140077, the piggyback of LeeSar, Inc.'s Cooperative Services of Florida contract for the purchase of medical supplies.
- (B) Approve negotiation N-140078 for the assembling and distribution of EMT medic on-board ambulance medical supply kits by LeeSar, Inc. at the following rates: not-to-exceed \$5.50 per medical kit and not-to-exceed \$3.00 per sub-kit; \$8,200 per month for county-wide distribution.
- (C) Approve an annual estimated expenditure of \$1,500,000 (items A and B above in total).
- (D) Approve the initial term of this contract for a period of 5 years with an option to renew for one additional 5 year period upon mutual agreement and consent from the Board.
- (E) Authorize the Chair on behalf of the Board to execute the accompanying contract documents.

**FUNDING SOURCE:**

General Fund: Program – Public Safety EMS - Logistics; Project – Distribution of Medical Supplies

**WHAT ACTION ACCOMPLISHES:**

This action will approved award of PB140077 and allow Public Safety to contract with a local company (LeeSar) to provide the following items and services for daily advanced life support missions: Medications, medical supplies and assembly and distribution of EMT medic on-board ambulance medical supply kits. The estimated annual expenditure is \$1,500,000 and is funded in the Public Safety FY14 operating budget.

**MANAGEMENT RECOMMENDATION:** Approve.

**Departmental Category:** Carry-Over #1

**Meeting Date:** 4/15/2014

**Agenda:**

**Requirement/Purpose:** *(specify)*

- Statute
- Ordinance
- Admin Code AC-4-1
- Other

**Request Initiated**

**Commissioner:**

**Department:** PUBLIC SAFETY

**Division:** Emergency Medical Services

**By:** Robert Farmer

**Background:**

On March 7, 2014, the Division of Procurement Management received a request from Public Safety to prepare a request to obtain Board approval of both the piggyback of a contract and a negotiated agreement with LeeSar for the purchase medications and medical supplies and the packaging and distributing of medical kits used on ambulances.

**History**

Public Safety initially contracted with LeeSar for the acquisition of medications and medical supplies as well as the assembling and distribution of ambulance medical kits in 2009. This relationship has proven to be mutually beneficial. With the contract reaching end of life on April 27, 2014, Procurement and Public Safety considered bidding this out. However, it was decided that due to the fact that LeeSar was the sole respondent to the solicitation in 2009 (with research indicating that a sole response would again be obtained); it was decided to enter into negotiations with LeeSar using the pricing from the current contract as a baseline.

The Negotiation & Savings

**11. Required Review:**

<i>Robert Farmer</i>	<i>Robert Franceschini</i>	<i>Reginald Kantor</i>	<i>Mike Figueroa</i>	<i>Peter Winton</i>	<i>Dawn Perry-Lehnert</i>
PUBLIC SAFETY	Purchasing	Budget Analyst	Risk	Budget Services	County Attorney
<i>Holly Schwartz</i>					
County Manager					

**12. Commission Action:**

Procurement and Public Safety worked as a team participating in several negotiation sessions with LeeSar. This effort resulted in the following:

- A per kit assembly cost that remains the same as the current contract.
- A “floating” discount structure with respect to medications and medical supplies included in each kit based upon the costs incurred by LeeSar to obtain the medications and supplies which ensures the County is benefitting from the greatest savings available on a per product basis.
- Elimination of direct County responsibility for the fuel costs and vehicle maintenance for the delivery vehicle.
- An annual estimated cost savings of \$100,000 based upon the purchase of products through LeeSar versus the open market (which is in accord with the findings of a recent audit by the Clerk of Courts).

Funds are available: KF5290400100.503190 Logistics, Other professional services

**Attachment:**

(1) Draft Service Provider Agreement for Chair Execution