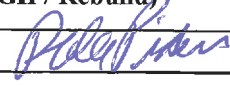


**SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION**

Contractor	<u>MDM Commercial</u>	Division/Section:	<u>DPH/SFHN (SFGH / Rebuild)</u>
	<u>Enterprises, Inc.</u>	Deputy Director	<u>Roland Pickens</u> 
Address	<u>1102 A1A North, Suite 205</u>	DPH Administrator:	<u>Bill Kim</u>
	<u>Ponte Vedra Beach, FL 32082</u>	Program Manager:	<u>John Applegarth</u> Phone <u>206-4906</u>
Contact	<u>Rob Weber, Director of Marketing</u>	Contract Analyst:	<u>Robert Longhitano</u> Phone <u>554-2659</u>

**Request for approval of a new agreement in the amount of \$3,813,286 with MDM Commercial Enterprises, Inc. to provide an end-to-end turnkey patient experience system for the San Francisco General Hospital Rebuild Project for the term of February 1, 2015, through January 31, 2020 (60 months).**

Profit       Non-Profit       LBE       RFQ- Number: 11-2014      Date: 5/20/2014  
 New       Renewal       Mod       Sole Source – Approval Date: \_\_\_\_\_

Number of years DPH has been doing business with this organization: 0

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference</u>
	(new)	2/1/2015 – 1/31/2020	
Funding Sources:			
General Fund		\$3,404,720	-\$0-
<u>TOTAL DPH REVENUES</u>		<u>\$3,404,720</u>	<u>-\$0-</u>
12% Contingency Amount		\$408,566	-\$0-
<u>CONTRACT TOTAL</u>		<u>\$3,813,286</u>	<u>-\$0-</u>
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		\$680,944	-\$0-
Agency Funds		-\$0-	-\$0-
Contract FTE		N/A	N/A

<u>PROPOSED:</u>	<u>No. of Clients</u>	<u>Number</u>	<u>Unit</u>
	<u>N/A Duplicated</u>	<u>of</u>	<u>Cost</u>
<u>Mode(s) of Service &amp; Unit of Service Definition</u>	<u>N/A Unduplicated</u>	<u>Units</u>	<u>(Budgeted Amount. Unit cost will be based on the actual cost of items delivered.)</u>

<b>Televisions and Installation Services</b>			
520 Displays (TV's) of multiple sizes (28" – 75" screens)		520	\$468,000
Adaptor Plates (520 count, estimated; for mounting to display arms on walls)		520	\$52,520
Miscellaneous Hardware (fasteners, cables, etc.)			\$4,640
Installation (labor)			\$65,049
eVideon Hardware, Software, and installation and configuration services			\$791,475
<b>Patient Education and Entertainment Content (five years)</b>			
English, Spanish, and Chinese		Various	\$271,090
<b>Annual eVideon Maintenance and Support (Years 2-5)</b>			\$510,740
<b>Five Year Extended Warranties (optional)</b>			\$383,093

**Explanation of Service Change and Variances:**

This is a new contract.

**Monitoring Report/Program Review & follow-up:**

The contract will be monitored in accordance with all applicable Departmental procedures.

**Nondiscrimination and Cultural Competency:**

If required, the Contractor will participate in the cultural competency requirements for the upcoming year.

**Other Significant Issues:**

MDM Commercial Enterprises will provide the new San Francisco General Hospital a turnkey (hardware, software, installation services, and content) patient experience system based on the eVideon platform. The patient experience system is comprised of “head end” signal acquisition equipment, servers and data storage, ‘set top’ boxes (client’s computers), assorted display sizes to display content in patient rooms and other locations in Building 25(the new hospital) , mounting hardware, entertainment content (video and audio), patient education content, digital signage content templates, professional services to install and program the system.

The new SFGH Patient Experience system will become an integrated component of care delivery, empowering patients and their families to engage more directly in their care delivery. The system can deliver regular television, age and culturally appropriate entertainment on demand from a preselected library, access to a large multi-lingual patient education library available from the patients bed. The system can also provide soothing audio for patients. Options include patient internet via wireless keyboards, enhanced content options, and videoconferencing functionality.

MDM Commercial Enterprises, Inc. has equipped lodging and healthcare facilities since 1990. Located in Ponte Vedra Beach, Florida, MDM Commercial is the country's largest dealer of LG commercial products. MDM specializes in delivering cost-efficient electronic, appliance and technology solutions to both the hospitality and healthcare markets.

MDM Commercial was selected under RFQ 11-2014.

**Listing of Board of Directors, Owners of 10% or More of the Firm, and Executive Director:**

Steve E. Austin and Laurie S. Austin - Own 100% of the company.

Steve Austin, Executive Director

There are two members of the board and no vacancies. There are no limits on the number of terms served.

**Recommendations:**

The Department recommends approval of this contract.