

## SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor	<b>Bardy Diagnostics</b>	Division/Section	<b>DPH/SFHN</b>		
Address	<b>316 Occidental Avenue S. Suite B310</b>	Deputy Director	<b>Susan Erlich, M.D.</b>		
	<b>Seattle, WA 98104</b>	DPH Administrator	<b>Terry Dentoni</b>		
Contact	<b>Trevor Young</b>	Program Administrator	<b>Rosaly Ferrer</b>	Phone	<b>628.206.4264</b>
	<b>Account Executive</b>	Contract Analyst	<b>Cindy Rivas</b>	Phone	<b>415-554-2832</b>

**Request for approval of a new contract with Bardy Diagnostics to provide a Cardiac rhythm Ambulatory Monitoring device (CAM), The agreement shall be in the amount of \$1,151,068 for the period May 1, 2020 to April 30, 2023 which includes a two-year option to renew (36 months).**

☒ Profit ☐ Non-Profit ☐ LBE ☒ GPO 21A.2: \_\_\_\_\_ Date: \_\_\_\_\_

☒ New ☐ Renewal ☐ Mod ☐ Sole Source - Approval Date: \_\_\_\_\_

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

### CONTRACT INFORMATION:

	<u>Prior Transaction</u>	<u>Proposed Transaction</u>	<u>Annualized Difference*</u>
<b>Funding Sources:</b>	(new)	5/1/2020-4/30/2023	
General Fund	-\$0-	\$1,027,740	\$1,027,740
TOTAL DPH REVENUES	-\$0-	\$1,027,740	\$1,027,740
12% Contingency Amount	-\$0-	\$123,328	\$123,328
CONTRACT TOTAL	-\$0-	\$1,151,068	\$1,151,068
ANNUAL AMOUNT OF CONTRACT (estimate)	-\$0-	\$301,471	\$301,471
Agency Funds	-\$0-	-\$0-	-\$0-
Contract FTE		N/A	N/A

### PROPOSED:

<b>Mode(s) of Service &amp; Unit of Service Definition</b>	<b>No. Of Clients</b>	<b>No. of Units</b>	<b>Unit Cost (Average)</b>
	N/A Duplicated		
1 UOS = 1 CAM monitor (Estimated three year amount)	N/A Unduplicated		
14Day CAM - Extended Term Carnation Ambulatory Monitor	N/A	4,500	\$210
Estimated Shipping Charges		Actual Cost	\$82,740

**Explanation of Services Change and Variances:**

This is a new contract.

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

The contract services will be monitored by the Department as required. The SFDPH Program Administrator will be responsible for assisting and tracking all information related to the accomplishment of the project.

**Nondiscrimination and Cultural Competency:**

The Department will work closely with the contractor to ensure that their cultural competency plan is current and in compliance with Departmental procedures.

**Other Significant Issues:**

The purpose of the this contract is to provide a Cardiac rhythm Ambulatory Monitoring device (CAM) that is small, non-obtrusive, wire-free patch and that can be worn continuously by patients. Bardy Diagnostics is the manufacturer of the device, which is designed for both 48-hour and 14-day continuous use. Cardiac rhythm monitoring help physicians obtain accurate information about arrhythmias, how they relate to symptoms, and guide clinical decision making in the hope of saving lives. The arrhythmia monitor was designed to elevate signal detection, comfort, and ease of use. Using feedback from patients, clinicians and physicians, Bardy Diagnostics addressed the long-standing complaint in cardiac arrhythmia monitoring that traditional monitors are bulky, uncomfortable and typically record noisy electrocardiographic signals.

Bardy Diagnostics was founded in 2013 to overcome common challenges in ambulatory cardiac monitoring. After years of meticulous R&D, Bardy Diagnostics developed the first continuous-wear, wire-free ambulatory patch monitor that provides a clear signal with a focus on the P-wave – an important electrocardiographic feature which is usually not adequately obtained by currently available monitoring methods.

Patients are registered via a HIPPA compliant cloud based portal, BDx Connect, where physicians and clinicians can archive studies and access reports. Bardy Diagnostics also operates two IDTF centers where raw ECG data collected from the CAM patch is analyzed by certified technicians. CAM preliminary reports are generated by the BDx Clinical staff before being finalized and interpreted by the physician.

This Contract was selected under the Group Purchasing Authority under 21A.2 of the Administrative Code. The CAM product is part of the Vizient Innovative Technology Program which seeks solutions that help member hospitals find new and innovative ways to solve challenges they face in the current value-based era.

**Listing of Board of Directors and Executive Director**

Gust H. Bardy, M.D., Chairman/Chief Executive Officer/Chief Medical Officer

Alan Levy, Ph.D.

Paul LaViolette

Dave Tamburri

Warren Watson

Garheng Kong, M.D., Ph.D.

Rik Vandevenne

There are no term limits associated with the board members. So long as the investor directors continue to hold 25% of their purchased shares, they are entitled by contract to have a representative on the board of directors.

**Owners of 10% or more of the Firm**

Gust Bardy, MD – 34.30%

SV Life Sciences – 12.06%

River Cities Capital Fund – 8.33%

All others – 17.32%

The Department recommends approval of this contract.