

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor: Daniels Sharpsmart, Inc.
 Address: 111 W Jackson Blvd, Suite 720
Chicago, IL 60604
 Contact: Michael Wall,
Regional Business Manager

Division/Section: SFHN/ZSFGH
 Director, SFHN: Roland Pickens *Roland Pickens*
 Rebuild Director: Terry Saltz
 Facilities Director: Maxwell Bunuan Phone 206-2371
 Contract Analyst: Arlene Lee Phone 554-2938

Request for approval of a new contract with Daniels Sharpsmart, Inc., in the amount of \$712,858, to secure sharps waste management services for Zuckerberg San Francisco General Hospital, for the period of May 1, 2016 through April 30, 2019 (36 Months).

Profit Non-Profit LBE RFQ – Number: _____ Date: _____
 New Renewal Mod Group Purchasing Organization _____

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

<u>CONTRACT INFORMATION:</u>	<u>Prior Transaction</u> (new)	<u>Proposed Transaction</u> 5/1/2016 – 4/30/2019	<u>Annualized</u> <u>Difference</u>
Funding Sources:			
General Fund		\$636,480	\$636,480
TOTAL DPH REVENUES		\$636,480	\$636,480
12% Contingency Amount		\$76,378	\$76,378
CONTRACT TOTAL		\$712,858	\$712,858
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		<i>\$212,160</i>	<i>\$212,160</i>
Agency Funds		\$0	\$0
Contract FTE		N/A	N/A

PROPOSED:

<u>Mode(s) of Service & Unit of Service Definition</u>	<u>No. of Clients</u>		<u>Number of Units</u>	<u>Unit Cost</u>
	<u>N/A</u>	<u>Duplicated</u>		
	<u>N/A</u>	<u>Unduplicated</u>		
2 gal. container (1 UOS = 1 container)		n/a	2,430	\$9.00
4 gal. container (1 UOS = 1 container)		n/a	5,940	\$11.00
8 gal. container (1 UOS = 1 container)		n/a	3,510	\$15.00
16 gal. container (1 UOS = 1 container)		n/a	396	\$25.00
Optional managed services:				
Optional (1 UOS = 1 hr.)		n/a	5,240	\$30.00
One-time purchase of accessories		n/a	1	\$30,000

Explanation of Service Change and Variances:

This is a new contract. Daniels will install and service the Sharpsmart reusable sharps container system at Zuckerberg San Francisco General Hospital. The system will consist of Daniels universal brackets installed in agreed locations at the Hospital, with reusable Daniels sharps collection containers fitted on the brackets. Containers will be provided in 2, 4, 8 and 16 gallon sizes. Daniels will remove filled containers and bins to a central location, pick them up, and replace them with clean containers distributed to the agreed locations.

Monitoring Report/Program Review & follow-up:

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

Nondiscrimination and Cultural Competency:

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

Other Significant Issues:

Daniels is headquartered in Melbourne, Australia, with US headquarters in Chicago, Illinois. The Sharpsmart system was launched in 1999 and is now used in thousands of healthcare facilities in the US, Canada, the UK, Australia, New Zealand and South Africa. Daniels was one of the first companies in the world to supply reusable sharps containers and its Sharpsmart system is now the world's most widely used reusable system.

The unique Sharpsmart sharps containment system improves the safety of healthcare workers when disposing of sharps and while lessening the environmental impact of their disposal. The system was developed with feedback and input from sharps users around the world. It is the most widely researched sharps containment system internationally—the only system to have peer-reviewed confirmation of sharps injury reduction in international clinical journals, and the only system in which all container models meet the tests required by the European Agreement (AFG) on Transport of Dangerous Goods.

Daniels Sharpsmart, Inc. was selected under the authority of Section 21A.2 of the Administrative Code through the Departments membership in the Group Purchasing Organization, Vizient which was formerly known as University HealthSystems Consortium and the University HealthSystems Consortium Services Corporation Purchasing Program (Novation).

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

Dan Daniels, Owner and Executive Director	Marcus Koch
Mike Magyar	John Dwight

There are four board members. There are no vacancies on the board. Terms have no pre-set limits.

Recommendation:

The Department recommends approval of this contract.