

SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION

Contractor: Comtel Systems Technology, Inc
 Address: 1292 Hammerwood Avenue
Sunnyvale 94089
 Contact: Chris Hyndman
Sales Manager

Division/Section: SFHN/ZSFGH
 Director, SFHN: Roland Pickens
 Rebuild Director: Terry Saltz
 Facilities Director: Maxwell Bunuan Phone 206-2371
 Contract Analyst: Florence Kyaun Phone 554-2694

Request for approval of a new contract with Comtel Systems Technology Inc. in the amount of \$1,721,531, to secure comprehensive product enhancements and upgrades, support, equipment maintenance and software maintenance services for the new Rauland-Borg Nurse Call system installed at Zuckerberg San Francisco General Hospital, for the period of May 1, 2016 through April 30, 2021 (5 Years).

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

CONTRACT INFORMATION:	Prior Transaction (new)	Proposed Transaction 5/1/2016 – 4/30/2021	Annualized Difference
Funding Sources:			
General Fund		\$1,537,081	\$1,537,081
TOTAL DPH REVENUES		\$1,537,081	\$1,537,081
12% Contingency Amount		\$184,450	\$184,450
CONTRACT TOTAL		\$1,721,531	\$1,721,531
<i>ANNUAL AMOUNT OF CONTRACT (estimate)</i>		<i>\$307,416</i>	<i>\$307,416</i>
Agency Funds		\$0	\$0
Contract FTE		N/A	N/A

PROPOSED: Mode(s) of Service & Unit of Service Definition	No. of Clients		Number of Units	Unit Cost (Avg)
	N/A	Duplicated		
Quarterly Inspections (1 UOS = 1 Inspection)		n/a	20	\$13,292.00
Service Coverage and System Repairs (1 UOS = 1 year of equipment and hardware services)		n/a	5	\$44,259.00
Software Maintenance (1 UOS = 1 year of software maintenance)		n/a	5	\$57,977.00
Spares (annual budget amount)			5	\$51,910.00
Optional: Enhancements and Emergency Service(annual budget amount)		n/a	5	\$57,977.00
Optional: Responder Sync Software:		n/a	1	\$56,769.00
Optional: Responder 5 Test System		n/a	1	\$16,583.00
Estimated Tax		n/a	n/a	\$52,176.00

Explanation of Service Change and Variances:

This is a new contract. Comtel Systems Technology, Inc. is an authorized distributor of the Rauland-Borg Nurse Call system and was the firm that installed and integrated the system at Zuckerberg San Francisco General Hospital. Comtel is authorized to provide products enhancements and upgrades, support, maintenance and software maintenance by the manufacturer for this system.

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:

Comtel Systems Technology, Inc. is incorporated in California and is located in Sunnyvale, California. Comtel Systems Technology, Inc. is family owned and operated and has served Northern California for over 30 years.

The Nurse Call system is a central communication system which will route communications from patients to nurses in the hospital. The Rauland Borg Responder 5 system can manage calls coming from a patient and can then relay them directly to the nurse's wireless phone or pager in real time. Nurses can consult with other staff members or with physicians to provide high quality and responsive care to patients

Comtel Systems Technology Inc, is an authorized Rauland-Borg distributor and 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:

Comtel Systems Technology is owned by the following individuals:

Richard Nielsen (53%)

Andrea Nielsen (47%)

There is no Board of Directors

Recommendation:

The Department recommends approval of this contract.