



SOLE SOURCE/PROPRIETARY REQUEST

COUNTY POLICY ON SOLE SOURCE CONTRACTS:

It is the policy of the County of Orange to solicit competitive bids and proposals for its procurement requirements. Sole source procurement shall not be used unless there is clear and convincing evidence that only one source exists to fulfill the County's requirements. All sole source purchases requiring Board of Supervisors approval shall be justified as meeting the sole source standard in the Agenda Staff Report. The Agenda Staff Report shall clearly state that it is a sole source procurement. The Sole Source Justification, as described below, shall be attached to or included within the Agenda Staff Report (CPM, Section 4.4)

SECTION I - INSTRUCTIONS FOR COMPLETING THIS FORM:

1. Formal justification is required for sole source procurements when competitive bid guidelines require pricing from competing firms.
2. A written justification will be prepared by the department and approved by the department head or designee.
3. Prior to execution of a contract, the County Purchasing Agent or designee shall approve ALL sole source requests for commodities that exceed \$500,000 and services exceeding \$50,000 or a two (2) year consecutive term, regardless of the contract amount.
4. If vendor is a retired former Orange County employee, CEO Budget shall approve the sole source request, **regardless of the contract amount.**
5. Board approval is required for all sole source contracts for commodities that exceed \$500,000 and services exceeding \$50,000 or a two (2) year consecutive term, regardless of the contract amount.
6. The Deputy Purchasing Agent (DPA) shall retain a copy of the justification as part of the contract file.
7. Valid sole source requests contain strong technological and/or programmatic justifications.
8. Sole source procurements may be approved based upon emergency situations in which there is not adequate time for competitive bidding.
9. Sole source requests for Human Service contracts will be guided by the regulations of the funding source.
10. Each question in Section III of this form must be answered in detail and signed by the department head with concurrence of the Deputy Purchasing Agent.

SECTION II - DEPARTMENT INFORMATION:

Department: <div style="text-align: center;">Health Care Agency</div>		Date: <div style="text-align: center;">April 2, 2012</div>	
Vendor Name: <div style="text-align: center;">Hospital Association of Southern California</div>		Sole Source BidSync Number: <div style="text-align: center;">042-540152-AF</div>	
Is the above named vendor a retired employee of the County of Orange? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NC			
If "Yes," Review and Approval is required from CEO Budget prior to contract execution.			
Amount: <div style="text-align: center;">\$95,466</div>	Contract Term: <div style="text-align: center;">3 Years</div>	Is Agreement Grant Funded? <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	Funding Source: <div style="text-align: center;">Federal</div> Percent Funded: <div style="text-align: center;">100%</div> Proprietary? <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
Type of Request: <input checked="" type="checkbox"/> New <input type="checkbox"/> Renewal <input checked="" type="checkbox"/> Multi Year <input type="checkbox"/> Amendment <input type="checkbox"/> Increase <input type="checkbox"/> Retired Former Employee			
Board Date: <div style="text-align: center;">5/8/2012</div>	ASR Number: <div style="text-align: center;">12-000516</div>	If not scheduled to go to the Board explain why? <div style="text-align: center;">N/A</div>	
Does Contract Include Non-Standard Language? If yes, explain in detail. <div style="text-align: center;">Yes, please see attached.</div>			
Was Contract Approved by Risk Mgmt? <div style="text-align: center;">Yes</div>		Was Contract Approved by CoCo? <div style="text-align: center;">Yes</div>	

SECTION II Continued - DEPARTMENT INFORMATION:

Were any exceptions taken? If yes, explain in detail.

SECTION III - SOLE SOURCE JUSTIFICATION:

1. Provide a description of the type of contract to be established (*For example: is the contract a commodity, service, human service, public works, or other-please explain*).

The Hospital Association of Southern California (HASC) owns and operates the ReddiNet system which is a voice and data communications system for daily emergency medical service operations and mass causality incidents.

2. Provide a detailed description of services/commodities to be provided by the vendor. (*This information may be obtained from the scope of work prepared by the County and the vendor's proposal that provides a detailed description of the services/supplies*). Attach additional sheet if necessary.

The services requested from the vendor is to provide yearly ReddiNet software licenses, maintenance, and hardware support services at three county locations (OCC, EMS DOC, and HSOC), in addition to providing interface capabilities between the ReddiNet and WebEOC systems to share critical emergency management information.

3. Please state why the recommended vendor is the only one capable of providing the required supplies and/or commodities. Include any back-up information or documentation which supports your recommendation. (*Acceptable responses to this question will include strong programmatical/technological information that supports the claim that there is only one vendor that can provide the services and/or commodities*). Attach additional sheet if necessary.

See attached.

4. Please list any other sources that have been contacted and explain in detail why they cannot fulfill the County's requirements. (*Responses to this section should include information pertaining to any research that was conducted to establish that the vendor is a sole source. Responses should include information pertaining to discussions with other potential suppliers and why they were no longer being considered by the County*). Answers to this section may be provided by the requestor and the Deputy Purchasing Agent as appropriate. Attach additional sheet if necessary.

No other vendor or source was contacted. ReddiNet is a proprietary system owned and operated by the Hospital Association of Southern California to benefit the hospitals they serve.

5. How does recommended vendor's prices or fees compare to the general market? Attach quotes for comparable services or supplies, if available. Attach additional sheet if necessary.

Exhibit 1. Sole Source Justification Form

No quotes were obtained because the service and commodities requested are proprietary.

6. If recommended vendor could not provide the product or service, how would the County accomplish this particular task? Attach additional sheet if necessary.

See attached.


7. If the vendor is a retired former employee, has the vendor previously been rehired as a working retiree or a contractor within the last three years? ☐ YES ☒ NO
If yes, provide the following information: a) If a working retiree, provide time periods worked, hours worked, and hourly amounts paid. b) If a contractor (regardless of scope of work), provide contract dates, scope of work, and total amounts paid under each contract. Attach additional sheet if necessary.

Not applicable.

8. If the vendor is a retired former employee, provide explanation/support for hiring the retired former employee as a vendor instead of a working retiree. Attach additional sheet if necessary.

Not applicable.

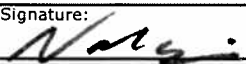
SECTION IV - AUTHOR/REQUESTOR

Signature: 	Print Name: Erik Lowman	Date: 4/2/12
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SECTION V - CEO BUDGET APPROVAL (Review and approval is required when vendor is a Retired Former Employee.)

Signature:	Print Name:	Date:
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SECTION VI - DEPUTY PURCHASING AGENT CONCURRENCE

Signature: 	Print Name: Nahed Gorgis	Date: 4/6/12
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SECTION VII - DEPARTMENT HEAD APPROVAL

Signature: 	Print Name: Holly Veale	Date: 4/6/12
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SECTION VIII - COUNTY PROCUREMENT OFFICE

County Procurement Office review and approval required when the value of the sole source agreement exceeds \$50,000. Approvals obtained electronically through BidSync.

Sole Source / Proprietary Request Justification - SUPPLEMENTAL

3. The ReddiNet system is owned and operated by the HASC who serves as the sole proprietor of their products. The ReddiNet system provides a 24 hour, 7 days per week internet data program that is used for daily emergency medical service operations and mass casualty incidents.

HASC has a unique background and expertise working with hospitals throughout California. Their disaster management communications systems were established after a seismic disaster event in the 1970's. While HASC is the sole proprietor of the ReddiNet systems, they have the unique ability to bundle their components into a sustainable system that has become a vital communications product used between hospitals, ambulance providers, and the OCHCA EMS.

The ReddiNet system provides real time communication capabilities between the OCC, EMS DOC, HEOC, paramedics, hospitals, and law enforcement officials throughout Orange County.

Since the new ReddiNet Satellite system no longer relies on a microwave antenna, it will be more reliable during an earthquake or other type of jarring event. In addition, it is written in the EMS Regulations that all Orange County hospitals must use the ReddiNet system when communicating with OCEMS on a daily basis or during an all hazard event.

6. HASC provides and services all ReddiNet equipment. To switch to another provider without backup systems would diminish our communication capabilities within our hospitals should internet access fail. The OCHCA currently contracts with HASC to provide the ReddiNet Satellite system, therefore it is vital to work with HASC who provides the ReddiNet Software Licenses, maintenance, and hardware support services on a yearly basis.

Switching to another company would require changing out the entire system along with the associated trainings. If current vendor could no longer provide the product and services, the OCHCA would need to work with a new vendor to create and implement a similar product.

Contract No. MA-042-12010421
Hospital Association of Southern California
ReddiNet Software License, Maintenance and Hardware Support Services

Summary of Modifications to the County's Terms and Conditions

County's General Terms and Conditions

The following term and condition has been modified per Contractor's request:

- Indemnification Provisions (Mutual/Approved by Risk)
- Mutual Termination
- Mutual Confidentiality
- Limited Liability
- Limited Warranty
- Warrant Disclaimers
- Defense of Claims