



TO: Board of Contracts and Awards
FROM: Toryono Green, Fire Chief
Teresa Green, Fire Department Manager, Finance & Planning
COPY: City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator and
Doreen Klaaskate, Finance/Purchasing.
SUBJECT: Electronic Patient Care Reporting (ePCR) System, Request for Proposals
Request for Proposals Specification No. FD19-0239F Contract No. CW2230997–
October 15, 2019
DATE: October 1, 2019

RECOMMENDATION SUMMARY:

Tacoma Fire Department (TFD) recommends a contract be awarded to ImageTrend, Inc., Lakeville, MN, for an electronic patient care reporting (ePCR) system in the amount of \$384,415.75 (plus applicable taxes), for a total five year not-to-exceed amount of \$624,000.

STRATEGIC POLICY PRIORITY:

- Strengthen and support a safe city with healthy residents.
- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

The recommended ImageTrend product will allow TFD to not only gather, but also analyze, and act on real-time data; which will enable the department to be more effective and improve the services we are able to provide to our residents.

BACKGROUND:

ISSUE: TFD requires an ePCR solution that has the agility to adjust rapidly to modifications in prehospital medical services and reporting requirements. The desired ePCR software must efficiently collect patient and incident data, with the option of collecting on tablet computer devices; provide real-time reporting functionality; and provide the capability to perform robust quality assurance/improvement.

In order to meet these needs, TFD chose to solicit for a solution that could provide a list of required features, as well as show an ability to keep pace with technological growth, healthcare protocols, policy changes, and federal reporting requirements.

ALTERNATIVES: TFD could remain with the current ePCR vendor; however, an upgrade would be required to the current system to meet the needs of the rapidly changing medical environment at a significantly higher cost and with less functionality than we would gain with the ImageTrend product.

COMPETITIVE SOLICITATION:

Request for Proposal Specification No. FD19-0239F was published on June 12, 2019. Twenty vendors were invited to submit proposals in addition to standard advertising of the project. Four submittals were received and three selected vendors presented to the Selection Advisory Committee (SAC) from July 15-16. The SAC scored each vendor based on published evaluation criteria and scores were weighted based on each criteria's percentage of total points. After weighting was applied, all scores were calculated, resulting in the ranking of the four vendors.



The table below reflects the weighted score each participating vendor received:

<u>Respondent</u>	<u>Location</u>	<u>Score</u>
ImageTrend, Inc.	Lakeville, MN	319
Emergency Care (Stryker)	Redmond, WA	220
Beyond Lucid Technologies	Concord, CA	154
ESO Solutions, LLC	Austin, TX	49

CONTRACT HISTORY: New contract.

SUSTAINABILITY: ImageTrend focuses on electronic data collection and usage across several industries, which ultimately reduces overall paper consumption. Furthermore, the company donates unneeded hardware and recycles any metal components.

SBE/LEAP COMPLIANCE: Not Applicable

FISCAL IMPACT:

EXPENDITURES:

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Fund 1155 – TFD EMS Special Revenue Fund	609100	5412170	\$624,000
TOTAL			Up To \$624,000

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Fund 1155 – TFD EMS Special Revenue Fund	609100	4342260-4342262	\$624,000
TOTAL			\$624,000

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$159,483, plus applicable taxes

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes

IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED. N/A