

Clause 20 in Report No. 10 of Committee of the Whole was adopted, without amendment, by the Council of The Regional Municipality of York at its meeting held on June 23, 2016.

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Purchase Agreement Approvals for Paramedic Services

Committee of the Whole recommends adoption of the following recommendations contained in the report dated May 27, 2016 from the Commissioner of Community and Health Services:

1. Council authorize the agreements between The Regional Municipality of York and the service providers listed in Attachment 1 and Private Attachment 1 for a three-year term, effective July 1, 2016.
2. The Commissioner of Community and Health Services be authorized to execute the agreements on behalf of the Region.
3. The Commissioner of Community and Health Services be authorized to exercise the option to extend each of the agreements for an additional two-year term, provided that the contractor has performed the services to the satisfaction of the Commissioner and is within the approved budget.

Report dated May 27, 2016 from the Commissioner of Community and Health Services now follows:

1. Recommendations

It is recommended that:

1. Council authorize the agreements between The Regional Municipality of York and the service providers listed in Attachment 1 and Private Attachment 1 for a three-year term, effective July 1, 2016.

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2. The Commissioner of Community and Health Services be authorized to execute the agreements on behalf of the Region.
3. The Commissioner of Community and Health Services be authorized to exercise the option to extend each of the agreements for an additional two-year term, provided that the contractor has performed the services to the satisfaction of the Commissioner and is within the approved budget.

2. Purpose

This report seeks approval of purchase agreements between The Regional Municipality of York and service providers to assist in ensuring compliance with the Region's purchasing bylaw (2014-53). The recommendations contained in the report will enable the continuity of goods and services to York Region Paramedic Services for quality patient care and to meet the Ministry of Health and Long-Term Care and *Ambulance Act* requirements.

Private Attachment 1 of this report is private pursuant to section 239(2)(a) of the *Municipal Act* because the subject matter of the attachment involves the security of the property of the Region.

3. Background

Under the Region's purchasing bylaw, Council's approval is needed in certain circumstances

The purchasing bylaw (2014-53) permits direct purchases under certain circumstances. Section 9.1 (a) allows for the direct purchase where the paramount consideration is the compatibility of a purchase with an existing equipment or service. Section 9.1 (b) permits direct purchases where there is only one legal entity reasonably capable of providing the deliverables. Council approval is required to award contracts under sections 9.1 (a) and (b) where the total costs exceed \$100,000.

Section 16.1 (a) of the bylaw requires Council approval where the term of a proposed contract is for a period of greater than five years or where the renewal or extension of a contract would result in an aggregate term of greater than five years. As such, there are service providers listed in Attachment 1 and Private Attachment 1 that require Council approval for York Region Paramedic Services to continue with the services as a result of these requirements.

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Paramedic Services purchases goods and services that are highly specialized for compatibility and compliance with existing standards

To meet the demands of program delivery and services mandated by the Ministry of Health and Long-Term Care and the *Ambulance Act*, York Region Paramedic Services purchases goods and services from highly specialized product and service providers. These purchases must meet specifications that are consistent with long-established emergency services best practices and will enable York Region Paramedic Services to meet regulatory requirements. Table 1 outlines the rationale for purchases made by York Region Paramedic Services, including the purchasing information for making these types of purchases and examples of service providers.

Table 1
Categories of Purchases by York Region Paramedic Services

Rationale for Purchase	Purchasing Information	Examples of Purchases
Sole Source	These purchases can only be obtained through one provider. These goods are unique to Paramedic Services and assist staff in providing quality patient care to the residents of York Region.	EZIO intravenous bone drill White blood cell analyzer International Trauma course materials, certifications and training
Compatibility	Paramedic Services has existing goods and/or services with the suppliers. It is necessary to continue business with the suppliers in order to manage risk by limiting variation in products thus reducing the chances of human error, avoid retraining of staff and/or introducing dissimilar equipment.	Medication safes for tracking Ballistic safety vests for SRU Disinfection machines Safety Helmets
Ministry of Health and Long-Term Care directed	These services are required to continue working with the MOHLTC as they are directly related to their systems.	Real time data information Mobile data terminal software
Professional Services	The services provided are directly related to current programming and are specific to Paramedic Services. They cannot be provided by another provider at this time due to past history and current involvement.	Medical advisor for mental health programming Medical director for Heart Alive programming
Multi-year Continuity	Maintaining a consistent appearance from year to year that forms the visual identity of the	Crests and uniform labels Uniform items

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Rationale for Purchase	Purchasing Information	Examples of Purchases
	service.	Outerwear
Contingency	The goods and/or services provided by these suppliers in the event of unexpected supply disruptions of the primary provider or unexpected breakdowns of equipment.	Emergency tire replacement service Back up emergency medical supplier Service and repair for the Multi Patient Unit
Technology	The service providers needed to support software applications over the life-span of the system.	E-learning software for all frontline staff Data integration software and training Siren Notification Board Systems

4. Analysis and Options

York Region Paramedic Services purchases were reviewed to ensure compliance with the 2014 bylaw

A review was undertaken of all York Region Paramedic Services purchases that are in place or are currently required to support program and service delivery covered under:

- Schedule A of the former purchasing bylaw (2009-49); and/or
- Sections 9.1 (a) and (b) and Section 16.1 (a) of the current purchasing bylaw (2014-53)

A limited number of vendors can provide the specialized goods and services needed by Paramedic Services

Service providers for York Region Paramedic Services have been recommended based on one or more of the following reasons:

- Given the unique environment in which Paramedic Services operates, there are limited, capable service providers
- Only one goods or service provider exists that is capable of delivering the specialized services required by paramedic services
- Goods and service providers may be used by other paramedic services from across the province to purchase the same service

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- Goods and service providers are determined by manufacturers and/or the MOHLTC, making the ability to find alternatives impossible

York Region Paramedic Services is recommending the approval to purchase goods and service agreements listed in Attachment 1 and Private Attachment 1

Attachment 1 and Private Attachment 1 provide details, including vendors, descriptions of services, and financial totals per provider and category. Paramedic Services operates in a unique and dynamic environment providing a wide range of health care services. In order to fulfill the highly specialized requirements for Paramedic Services to assist in the provision of quality care, it is recommended that agreements outlined in Attachment 1 and Private Attachment 1 be approved for a three-year period, with possible renewals for an additional two-year term. The renewals would be subject to the contractor's positive performance and the budgets would remain within approved amounts as outlined in the 2015-2018 Multi-Year Budget.

Link to key Council-approved plans

There is no direct link to Council-approved plans.

5. Financial Implications

As new service providers emerge within the marketplace, York Region Paramedic Services will continually assess providers to ensure the best value-for-dollar is achieved. This is done by attending annual tradeshows, conferences and through the Ontario Association of Paramedic Chiefs working groups that meet throughout the year.

All expenditures are managed within York Region Paramedic Services annual approved operating and capital budget. In exercising the option to renew the agreements outlined in this report, approved budgets and market variables such as fluctuating Canadian to US exchange rates will be taken into account.

Forty-seven vendor agreements have been identified in order to fulfill the specialized requirements for Paramedic Services. The total estimated agreement values in 2016 are \$2,153,500. During the years from 2016-2018 the total estimated agreement values are \$5,776,400 and from 2016-2020 the total estimated agreement values are \$7,919,700.

6. Local Municipal Impact

Delivering effective, efficient programs and services to residents ensures that the Region and its local municipalities are offered high quality patient care and programs that meet local and regional needs.

7. Conclusion

Approval of the recommended purchase agreements identified in Attachment 1 and Private Attachment 1 will ensure that York Region Paramedic Services continue to deliver quality programs and services mandated through the Ministry of Health and Long-Term Care and the *Ambulance Act*.

For more information on this report, please contact Norm Barrette, Chief and General Manager, Community and Health Services at ext. 74709.

The Senior Management Group has reviewed this report.

May 27, 2016

Attachment (1)

Private Attachment (1)

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Accessible formats or communication supports are available upon request

Service Provider	Rationale Category	Rationale	Services Provided	Category for Purchase	Estimated Annual Cost (2016)	Approximate Total Cost for 2016 – 2018	Approximate Total Cost over 5 years (2016 - 2020)	Additional Information
Abbott Medical	Sole source	Only vendor able to provide this program and /or service	Supply of iSTAT blood analyzers, equipment and repair and maintenance	Medical supplies, equipment, equipment repair and maintenance	\$19,000	\$60,900	\$116,400	Only vendor able to provide this program and /or service
Castor Medical	Sole source	Only vendor able to provide this program and /or service	Supply equipment and parts related to Hemacue White Blood Cell Analyzer and all service repairs and maintenance	Medical supplies, equipment, equipment repair and maintenance	\$20,000	\$42,100	\$71,300	Only vendor able to provide this program and /or service
City of Toronto	Sole source	Only vendor able to provide this program and /or service	Supply of course materials, instructor training and authorization/licencing to certify Paramedics in International Trauma Life Support	Education programs	\$21,500	\$68,900	\$131,700	Only vendor able to provide this program and /or service
EZIO	Sole source	Only vendor able to provide this program and /or service	Supply of the Intravenous access bone drill	Medical supplies, equipment, equipment repair and maintenance	\$195,000	\$239,100	\$297,500	Only vendor able to provide this program and /or service
Ferno Canada	Sole source	Only vendor able to provide this program and /or service	Supply of life safety gear	Medical supplies, equipment, equipment repair and maintenance	\$10,000	\$32,100	\$61,300	Only vendor able to provide this program and /or service
Levitt Safety	Sole source	Only vendor able to provide this program and /or service	Supply of fit test machines, repair and maintenance	Medical supplies, equipment, equipment repair and maintenance	\$10,000	\$32,100	\$61,300	Only vendor able to provide this program and /or service
ORH *	Sole source	Only vendor able to provide this program and /or service	Supply of consultant on Paramedic Services Master Plan and deployment strategies	Consultant Services	\$50,000	\$160,300	\$160,300	Only vendor able to provide this program and /or service
Rowlands	Sole source	Only vendor able to provide this program and /or service	Supply of Power Stretcher, Powerload parts and stair chairs, maintenance and repair	Medical supplies, equipment, equipment repair and maintenance	\$125,000	\$400,600	\$765,900	Only vendor able to provide this program and /or service
St. Michael's Hospital (Rescu)*	Sole source	Only vendor able to provide this program and /or service	Supply of clinical research services	Consultant Services	\$55,000	\$176,300	\$176,300	Only vendor able to provide this program and /or service
Zoll Medical	Sole source	Only vendor able to provide this program and /or service	Supply of the Autopulse, maintenance and repairs	Medical supplies, equipment, equipment repair and maintenance	\$8,000	\$25,600	\$49,000	Only vendor able to provide this program and /or service
AMG Medical	Compatibility	Existing program and/or service in place	Supply of equipment disinfection machine, maintenance and repairs	medical supplies, equipment, equipment repair and maintenance	\$12,000	\$38,500	\$73,500	Existing program and/or service in place
Dynamix	Compatibility	Existing program and/or service in place	Supply of maintenance and repair of audio video systems installed in Paramedic Headquarters	Support services	\$10,000	\$32,100	\$61,300	Existing program and/or service in place
ESSC/Medixsafe	Compatibility	Existing program and/or service in place	Supply of medication safes maintenance and repairs	Medical supplies, equipment, equipment repair and maintenance	\$10,000	\$32,100	\$61,300	Existing program and/or service in place

Service Provider	Rationale Category	Rationale	Services Provided	Category for Purchase	Estimated Annual Cost (2016)	Approximate Total Cost for 2016 – 2018	Approximate Total Cost over 5 years (2016 - 2020)	Additional Information
International Safety	Compatibility	Existing program and/or service in place	Supply of personal protective equipment	Medical supplies, equipment, equipment repair and maintenance	\$10,000	\$32,100	\$61,300	Existing program and/or service in place
Laerdal Medical	Compatibility	Existing program and/or service in place	Supply and delivery of course related materials , training mannequins, audio video equipment, maintenance and repairs	Education programs	\$40,000	\$128,200	\$245,100	Existing program and/or service in place
Maquet-Dynamed	Compatibility	Existing program and/or service in place	Supply of oxygen and suction testing machine, maintenance and repairs	Medical supplies, equipment, equipment repair and maintenance	\$4,000	\$12,800	\$24,500	Existing program and/or service in place
Medonyx	Compatibility	Existing program and/or service in place	Supply of hand sanitizer products	Medical supplies, equipment, equipment repair and maintenance	\$7,500	\$24,000	\$46,000	Existing program and/or service in place
Pacific Safety*	Compatibility	Existing program and/or service in place	Supply of personal safety gear and ballistic gear	Medical supplies, equipment, equipment repair and maintenance	\$10,000	\$32,100	\$32,100	Existing program and/or service in place
Physio-Control*	Compatibility	Existing program and/or service in place	Supply of AEDs, accessories, maintenance and repairs	Medical supplies, equipment, equipment repair and maintenance	\$90,000	\$288,500	\$288,500	Existing program and/or service in place
Physio-Control*	Compatibility	Existing program and/or service in place	Supply of cardiac monitors, accessories, maintenance and repairs	Medical supplies, equipment, equipment repair and maintenance	\$650,000	\$2,083,300	\$2,083,300	Existing program and/or service in place
Plex pack	Compatibility	Existing program and/or service in place	Supply of packing machines, maintenance and repairs	Medical supplies, equipment, equipment repair and maintenance	\$8,000	\$25,600	\$49,000	Existing program and/or service in place
Stericycle	Compatibility	Existing program and/or service in place	Supply of bio hazardous waste disposal	Support services	\$6,000	\$19,200	\$36,800	Existing program and/or service in place
Store-Rite systems	Compatibility	Existing program and/or service in place	Supply of warehouse shelving and storage components	Warehouse materials	\$15,000	\$48,100	\$91,900	Existing program and/or service in place

Service Provider	Rationale Category	Rationale	Services Provided	Category for Purchase	Estimated Annual Cost (2016)	Approximate Total Cost for 2016 – 2018	Approximate Total Cost over 5 years (2016 - 2020)	Additional Information
Tactical products	Compatibility	Existing program and/or service in place	Supply of equipment and medical supplies	Uniform items	\$10,000	\$32,100	\$61,300	Existing program and/or service in place
Threat 4 LTD	Compatibility	Existing program and/or service in place	Supply of radio equipment and accessories	Medical supplies, equipment, equipment repair and maintenance	\$2,000	\$6,400	\$12,300	Existing program and/or service in place
Uline	Compatibility	Existing program and/or service in place	Supply of warehouse carts, plastic wrap and warehouse supplies	Warehouse materials	\$25,000	\$80,100	\$153,200	Existing program and/or service in place
Fat Pot Technologies	MOHLTC directed	Only vendor that is compatible with the MOHLTC	Supply of real time data integration with Ministry of Health and Long Term Care ambulance dispatch system	Software, Licences and Maintenance	\$5,000	\$16,000	\$30,600	Only vendor that is compatible with the MOHLTC
Tritech Software Solutions	MOHLTC directed	Only vendor that is compatible with the MOHLTC	Supply of mobile data terminal software to connect to the Ministry dispatch centre	Software, Licences and Maintenance	\$19,000	\$60,900	\$116,400	Only vendor that is compatible with the MOHLTC
Dr. David Austin	Professional Services	Services specific to Paramedic Services programs that currently exist	Supply of medical direction and oversight for the Heart Alive Program	Consultant Services	\$2,500	\$8,000	\$15,300	Services specific to Paramedic Services programs that currently exist
Dr. David Gottlieb	Professional Services	Services specific to Paramedic Services programs that currently exist	Supply of medical advice for mental health program development	Consultant Services	\$15,000	\$48,100	\$91,900	Services specific to Paramedic Services programs that currently exist
Carleton Uniforms	Multi-year Continuity	Continuity of services to maintain consistency	Supply of uniform items	Uniform items	\$265,000	\$298,100	\$341,900	Existing program and/or service in place
Enex	Multi-year Continuity	Continuity of services to maintain consistency	Supply of uniform items	Uniform items	\$7,000	\$22,400	\$42,900	Continuity of services to maintain consistent messaging
Grant Custom	Multi-year Continuity	Continuity of services to maintain consistency	Supply of uniform items	Uniform items	\$6,000	\$19,200	\$36,800	Continuity of services to maintain consistent messaging
Joe Drouin	Multi-year Continuity	Continuity of services to maintain consistency	Supply of uniform items	Uniform items	\$5,000	\$16,000	\$30,600	Continuity of services to maintain consistent messaging
Martin Levesque	Multi-year Continuity	Continuity of services to maintain consistency	Supply of uniform items	Uniform items	\$10,000	\$32,100	\$61,300	Existing program and/or service in place

Service Provider	Rationale Category	Rationale	Services Provided	Category for Purchase	Estimated Annual Cost (2016)	Approximate Total Cost for 2016 – 2018	Approximate Total Cost over 5 years (2016 - 2020)	Additional Information
Outdoor Outfits	Multi-year Continuity	Continuity of services to maintain consistency	Supply of uniform items	Uniform items	\$90,000	\$288,500	\$551,400	Existing program and/or service in place
Thunder Graphics	Multi-year Continuity	Continuity of services to maintain consistency	Supply of equipment labels	Medical supplies, equipment, equipment repair and maintenance	\$10,000	\$32,100	\$61,300	Continuity of services to maintain consistent messaging
Thunder Graphics	Multi-year Continuity	Continuity of services to maintain consistency	Supply of vehicle branding and repairs	Vehicle Repair and Maintenance	\$20,000	\$64,100	\$122,500	Continuity of services to maintain consistent messaging
Trimtag	Multi-year Continuity	Continuity of services to maintain consistent messaging	Supply of equipment labels	Uniform items	\$45,000	\$144,200	\$275,700	Continuity of services to maintain consistent messaging
Acklands Grainger	Contingency Supplies and Services	Services necessary in times of emergency, repair or shortage	Supply of warehouse supplies	Warehouse materials	\$15,000	\$48,100	\$91,900	Services necessary in times of emergency, repair or shortage
Allied Medical	Contingency Supplies and Services	Services necessary in times of emergency, repair or shortage	Supply of medical equipment and supplies	Medical supplies, equipment, equipment repair and maintenance	\$50,000	\$160,300	\$306,400	Services necessary in times of emergency, repair or shortage
Interstate Battery	Contingency Supplies and Services	Services necessary in times of emergency, repair or shortage	Supply of consignment vehicle batteries	Vehicle Repair and Maintenance	\$7,000	\$22,400	\$42,900	Services necessary in times of emergency, repair or shortage
Lewis Motor Sales	Contingency Supplies and Services	Services necessary in times of emergency, repair or shortage	Supply of maintenance and repair services for Multi-patient Unit and Emergency Support Unit	Vehicle Repair and Maintenance	\$9,000	\$28,800	\$55,100	Services necessary in times of emergency, repair or shortage
TireCraft aka 1483946 Ontario Inc. - Concord Tire & Auto	Contingency Supplies and Services	Services necessary in times of emergency or shortage	Supply of roadside tire repair services for fleet vehicles	Vehicle Repair and Maintenance	\$8,000	\$25,600	\$49,000	Services necessary in times of emergency or shortage
Column totals					\$2,011,500	\$5,488,100	\$7,596,300	