



AGENDA MEMORANDUM

Action Item for the City Council Meeting February 11, 2025

DATE: February 11, 2025

TO: Peter Zaroni, City Manager

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Supply Agreement for Emergency Medical Supplies for the Corpus Christi Fire Department

CAPTION:

Motion authorizing execution of a one-year supply agreement, with two one-year option periods, with Bound Tree Medical, of Dublin, Ohio, through the BuyBoard Cooperative, for the purchase of emergency medical supplies for the Corpus Christi Fire Department in an amount up to \$400,000.00, with a potential total amount up to \$1,200,000.00 if both one-year option periods are exercised, with FY 2025 funding of \$234,000.00 from the General Fund.

SUMMARY:

This motion authorizes the execution of a one-year supply agreement, with two one-year option periods, with Bound Tree Medical, LLC., of Dublin, Ohio, through the BuyBoard Cooperative, for the purchase of emergency medical supplies for the Corpus Christi Fire Department (CCFD).

BACKGROUND AND FINDINGS:

Emergency Medical Services (EMS) paramedics are the first and most crucial link in the EMS system. Not only are EMS paramedics one of the first responders on scene, but they are also the first line of medical care. EMS paramedics perform highly specialized medical services and use medical supplies when providing basic and advanced life support to citizens being treated for injuries and illnesses.

Medical supplies are critical for CCFD's daily emergency response operations. Paramedics use medical supplies to ensure stabilization of patients before transferring them to hospitals or other medical facilities. The EMS medical supplies are carried by CCFD ambulances and fire apparatus' which respond to emergencies throughout the city.

Through this supply agreement, CCFD will purchase over 200 different medical supplies. Examples of the medical supplies that will be purchased through this supply agreement include items used for administering intravenous fluids and medications, such as IV catheters, needles, and sodium chloride.

These medical supplies are vital for treating patients with cardiac, respiratory, or trauma related emergencies. Other medical supplies include items such as thermometers, splints, laryngoscopes, bandages, masks, tubes, gauze, aspirators, and latex gloves.

CCFD currently has 14 licensed ambulances and operates its EMS services 24 hours a day, seven days a week. Approximately 77% of CCFD calls are requests for EMS assistance. In FY 2024, CCFD responded to 47,792 medical incidents. Below is a chart signifying the 14 CCFD fire stations with front line medic units:

Station	Address	Medic Unit	Council District
1	514 Belden 78401	Yes	1
2	13421 Leopard St 78410	Yes	1
3	1401 Morgan Ave 78404	Yes	1
4	2338 Rodd Field Rd 78414	No	4
5	3105 Leopard St 78408	No	1
6	6713 Weber Rd 78413	Yes	3
7	3722 S Staples St 78411	Yes	2
8	4645 Kostoryz Rd 78415	Yes	2
9	501 Navigation Blvd 78408	Yes	1
10	1550 Horne Rd 78416	Yes	3
11	910 Airline Rd 78412	Yes	4
12	2120 Rand Morgan Rd 78410	Yes	1
13	1802 Waldron Rd 78418	Yes	4
14	5901 S Staples St 78413	Yes	3
15	14202 Commodores Dr 78418	Yes	4
16	8185 State Hwy 361 78418	No	4
17	6869 Yorktown 78414	Yes	5
18	6226 Ayers St 78415	No	3

PROCUREMENT DETAIL:

This procurement is through the BuyBoard Cooperative. Contracts awarded through the BuyBoard Cooperative have been competitively procured in compliance with local and state procurement requirements.

Initially, the Fire Department went through an informal quote process based off the supply list and sent requests for quotes to five vendors. The five quotes received were compared against each other as a benchmark to emergency medical supplies pricing. The five vendors that supplies the quotes were Bound Tree Medical, LLC., Henry Schein, Inc., Life-Assist, Inc., Medline Industries, Inc., and Quadmed, Inc. The Corpus Christi Fire Department has previous supply agreements with all five of these vendors. However, since the lowest quoted firm (Bound Tree Medical, LLC.) is also on the BuyBoard Cooperative, it was determined to check their pricing on BuyBoard Cooperative. Bound Tree Medical, LLC., through the BuyBoard Cooperative, offers cost savings of 28%, or approximately \$112,000.00, off of catalog pricing listed on Bound Tree Medical, LLC.'s website.

Previously, CCFD executed five separate three-year supply agreements for medical supplies in order to maintain inventory of medical supplies due to shortages caused by the COVID-19 pandemic. The five supply agreements were with Bound Tree Medical, LLC. (\$414,500.00), Henry Schein, Inc.

(\$244,800.00), Life-Assist, Inc. (\$92,800.00), Medline Industries, Inc. (\$147,700.00), and Quadmed, Inc. (\$132,200.00).

The disruptions in the supply chain caused by the COVID-19 Pandemic led to widespread supply shortages and significant price increases, which made it difficult for any one vendor to provide timely and cost-effective medical supplies. However, the medical supplies market has become more stable since then and vendors are now able to fulfill orders in a timely and cost-effective manner. As a result, CCFD has made the strategic decision to return to one large supply agreement with a single vendor. This will allow CCFD to streamline the purchasing process and take advantage of bulk discounts, resulting in substantial cost savings. Additionally, this will minimize the risk of supply disruptions, ensuring more consistent product availability, and it will help CCFD maintain reliable access to critical supplies needed for medical emergency operations.

Below is a table that provides a cost comparison between Bound Tree Medical through the BuyBoard Cooperative and Life-Assist through the BuyBoard Cooperative.

Company	Cost	Difference \$	Difference %
Bound Tree Medical	\$384,478.75	\$18,132.96	4.72%
Life-Assist	\$402,611.71		

CCFD has previously used Bound Tree Medical, LLC. for medical supplies and has been satisfied with the quality of their supplies and services. CCFD recommends working with Bound Tree Medical, LLC. for the proposed supply agreement for medical supplies.

ALTERNATIVES:

The alternative is to not approve the supply agreement for medical supplies and instead purchase medical supplies off-contract. However, this would be more costly and not as efficient for receiving the required and highly critical medical supplies in a timely manner.

FISCAL IMPACT:

The fiscal impact for CCFD in FY 2025 is an amount up to \$400,000.00 which will be paid through the General Fund. The remaining costs will be budgeted through the annual budget process.

FUNDING DETAIL:

Fund: 1020 General Fund
Organization/Activity: 35100 City Ambulance Operations
Department: 10 Fire Department
Project # (CIP Only): N/A
Account: 520145 Medical Supplies
Amount: \$400,000.00

RECOMMENDATION:

Staff recommends approval of this motion authorizing the execution of a one-year supply agreement with two one-year option periods for emergency medical supplies for the Corpus Christi Fire Department, as presented.

LIST OF SUPPORTING DOCUMENTS:

Cooperative Purchase Agreement
Price Sheet