

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20040823**

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Approve Bid Waiver # W-040522 to waive the formal quoting procedure and allow Public Safety to purchase additional EMS software and hardware from HealthWare Solutions at a total price of \$67,205.10. A bid waiver has been requested to ensure compatibility with existing HealthWare Solutions software and to maintain the timeline for expansion of this software on an EMS-wide basis. Also approve the expenditure of a not-to-exceed amount of \$20,000 to cover training, specialized printers, and any additional minor software patches that may be required.

**WHY ACTION IS NECESSARY:** Purchases exceeding \$50,000 require Board approval.

**WHAT ACTION ACCOMPLISHES:** Provides Public Safety – EMS with an efficient way to enter and retrieve ambulance billing information.

**2. DEPARTMENTAL CATEGORY:  
COMMISSION DISTRICT #**

*A7B*

**3. MEETING DATE:**

*06-29-2004*

**4. AGENDA:**

- CONSENT ADMINISTRATIVE APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:  
(Specify)**

- STATUTE
- ORDINANCE
- ADMIN. CODE AC-4-1
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER \_\_\_\_\_
- B. DEPARTMENT \_\_\_\_\_
- C. DIVISION Public Safety

BY: <sup>For</sup> *John Wilson, Director*

**BACKGROUND:** On June 17, 2004, the Division of Purchasing received a request from Public Safety to waive the formal quotation procedure and purchase additional EMS software and hardware from HealthWare Solutions.

Funds are available: 12075313834.506410

**Please see attachments:**

- (1) Justification for Waiver Purchase
- (2) HealthWare Solutions' Quotes for the Hardware and Software

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>[Signature]</i>	<i>[Signature]</i>			<i>[Signature]</i>	OA	OM	Risk	GC	<i>[Signature]</i>
<i>[Signature]</i>	<i>[Signature]</i>			<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>

**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty  
Date: *6/17/04*  
Time: *10:25 AM*  
Forwarded To: \_\_\_\_\_

RECEIVED BY  
COUNTY ADMIN: *PM*  
*6/17/04*  
*2:40 PM*  
COUNTY ADMIN  
FORWARDED TO: *11-*  
*[Signature]*

# ATTACHMENT #1

## JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER                     -

DATE 6-17-09

DEPARTMENT Public Safety

BUSINESS UNIT                     -

SUGGESTED VENDOR

Healthware Solutions

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:  
(MAY ALSO BE ATTACHED AS A MEMO)

Healthware Solutions is Public Safety's ambulance billing software of choice. Purchasing ensures compatibility of existing software and maintains the timeline for conversion to this software throughout the EMS system.

TECHNICAL CHARACTERISTICS:

See Above

REASON FOR REQUESTING SOLE SOURCE:

ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

Healthware Solutions - the County's ambulance billing software of choice

ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

\_\_\_\_\_

ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

\_\_\_\_\_

( ) TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS BECAUSE:

\_\_\_\_\_

( ) NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

( ) OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM REQUIREMENTS:

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

( ) OTHER \_\_\_\_\_

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

*Please see attached price quotes.*

\_\_\_\_\_

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\_\_\_\_\_

\_\_\_\_\_

B) COST ANALYSIS PERFORMED:

BASED ON:

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*Michael Bridges* Deputy Director  
 SIGNATURE AND TITLE OF REQUESTER

I, *Robert D. Francisco*, AUTHORIZED BUYER,  
 CONCLUDE THE FOLLOWING:

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS RETURNED TO DEPARTMENT.

DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

*Robert D. Francisco*  
 BUYER

*Janet Shuman* (200) 6-17-01  
 PURCHASING DIRECTOR

# ATTACHMENT # 2



**HealthWare Solutions LLC**  
 647 Vache Circle  
 Redlands, CA 92374  
 909-307-8739  
 FAX 909-335-6712

## Quote

Quote # MNJKQ1313  
 Date 06/04/04

## EXHIBIT "F"

**Bill To:**

Lee County EMS  
 Dave Kainrad  
 1825 Hendry Street  
 Ft. Myers, Florida 33901

**Ship To:**

Lee County EMS  
 Dave Kainrad  
 1825 Hendry Street  
 Ft. Myers, Florida 33901

PO Number	Sales Rep: Net 15	Sales Rep: Mark Roberts		
Qty	Description	List Price	Unit Price	Ext. Price
7	Hammerhead pen-based Hi-Vis XGA XRT comes with 933 MHz Mobile Intel Pentium III Processor-M, 512 MB RAM, Microsoft Windows XP Tablet PC operating system active pen with tether, 10.4" 1024x768 XGA TFT color display with hi-vis treatment for both indoor and outdoor use, chemically strengthened glass, milled aircraft-aluminum housing, shock-mounted hard drive, one USB port, one Type III PCMCIA slot (accommodates 2 Type II PCMCIA cards), one hot-swappable Li-Ion Battery (second battery is optional), one-year warranty. Dimensions: 10.62x8.25x1.56", MIL-STD-810F and IP66/67 rated. Requires an AC power supply to charge batteries if a docking station is not ordered.	\$4,450.00	\$3,782.50	\$26,477.50
7	XRT Shock absorbing, dockable carrying case with shoulder strap XRT	\$72.00	\$68.40	\$478.80
7	Universal AC power supply (110/220v) Includes Straight cords.	\$55.00	\$52.25	\$365.75
7	DC power cord with cigarette lighter adapter.	\$79.00	\$75.05	\$525.35

Payment terms are as agreed in the attached Healthware License and Service Agreement unless otherwise indicated on this Sales Order. All Products and Service provided under this agreement and governed by the terms and conditions of the attached Software Licensee Agreement. You agree to all the terms conditions by your signature below.

Customer Authorized Signature: \_\_\_\_\_

Date: \_\_\_\_\_

6/4/2004

Healthware Authorized Signature: \_\_\_\_\_

Date: \_\_\_\_\_

PO Number		Sales Rep: Net 15		Sales Rep: Mark Roberts	
Qty	Description	List Price	Unit Price	Ext. Price	
7	Long Lasting, memory-free Li-Ion battery pack for XRT (3 cell 2100 mAh)	\$128.00	\$121.60	\$851.20	
7	Two-year extension of the original WalkAbout Computers Limited Warranty (3 years total). Includes parts and labor for depot service. One free replacement battery f or each computer at the beginning of each extended warranty period.	\$475.00	\$475.00	\$3,325.00	

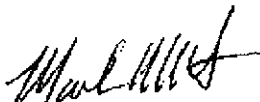
**TERMS: Net 15 Days**

SubTotal	\$32,023.60
Sales Tax	\$0.00
Shipping	\$350.00
<b>Total</b>	<b>\$32,373.60</b>

Payment terms are as agreed in the attached Healthware License and Service Agreement unless otherwise indicated on this Sales Order. All Products and Service provided under this agreement and governed by the terms and conditions of the attached Software Licensee Agreement. You agree to all the terms conditions by your signature below.

Customer Authorized Signature: \_\_\_\_\_

Date: \_\_\_\_\_



Healthware Authorized Signature: \_\_\_\_\_

6/4/2004

Date: \_\_\_\_\_



**HealthWare Solutions LLC**  
 647 Vache Circle  
 Redlands, CA 92374  
 909-307-8739  
 FAX 909-335-6712

**Quote**  
 Quote # MNJKQ1306  
 Date 05/03/04

**EXHIBIT "F"**

**Bill To:**  
 Lee County EMS  
 Dave Kainrad  
 14752 Six Mile Cypress Pkwy  
 Ft. Myers, Florida 33912-4406

**Ship To:**  
 Lee County EMS  
 Dave Kainrad  
 14752 Six Mile Cypress Pkwy  
 Ft. Myers, Florida 33912-4406

PO Number		Sales Rep: Net 20		Sales Rep: Mark Roberts	
Qty	Description	List Price	Unit Price	Ext. Price	
6	EMS Administrator is the administrative component of EMS Solution 2000 Suite and is designed to meet all of your prehospital information management system needs.	\$2,495.00	\$1,497.00	\$8,982.00	
9	EMS Manager is the database manager component of EMS Solution 2000 Suite and is designed to meet all of your system setup and configuration needs.	\$1,995.00	\$0.00	\$0.00	
6	EMS Solution 2000 field run reporting system software module. User Friendly screens help medics quickly capture all scene or IFT data, creating a professional medical/legal document in a more effective and timely manner than your current system.	\$2,495.00	\$1,497.00	\$8,982.00	
6	Signature Capture Keys ( Hardware not purchased from Healthware Solutions)	\$150.00	\$150.00	\$900.00	
3	EMS Solution 2000 Lite Field Reporting Software License. License is for use only on a Desktop computer. No Signature Keys can be added. License can be upgraded to EMS Solution 2000 for use on a Laptop or tablet computer at a later date for \$500.00 per license.	\$1,600.00	\$1,200.00	\$3,600.00	

Payment terms are as agreed in the attached Healthware License and Service Agreement unless otherwise indicated on this Sales Order. All Products and Service provided under this agreement and governed by the terms and conditions of the attached Software Licensee Agreement. You agree to all the terms conditions by your signature below.

Customer Authorized Signature: *MC Bridge* Date: 5-28-04  
 Healthware Authorized Signature: *Mark Roberts* Date: 5/3/2004

PO Number		Sales Rep: Net 20		Sales Rep: Mark Roberts	
Qty	Description	List Price	Unit Price	Ext. Price	
6	EMS 2000 Query requires Full Access to run.	\$1,495.00	\$995.00	\$5,970.00	
1	Support - Pro Rated. Support till 9/1/2005. (15 months)	\$5,118.12	\$6,397.50	\$6,397.50	

**TERMS: Net 20 Days**

SubTotal	\$34,831.50
Sales Tax	\$0.00
Shipping	\$0.00
<b>Total</b>	<b>\$34,831.50</b>

Payment terms are as agreed in the attached Healthware License and Service Agreement unless otherwise indicated on this Sales Order. All Products and Service provided under this agreement and governed by the terms and conditions of the attached Software Licensee Agreement. You agree to all the terms conditions by your signature below.

Customer Authorized Signature: MC Bridges Date: 5-20-04

Healthware Authorized Signature: Mark Roberts Date: 5/3/2004