

Questions and Answers

RFP for Management of the Alameda Health System Medical Equipment Program

Q: Is the current 8 biomed in house employees or are they third party staffing?

A: Third party staffing.

Q: How many total Biomed staff does AHS have dedicated to the system?

A: 8 Biomed Techs: 4 at Highland, 1 at Alameda, 1 at San Leandro, and 1 Biomed Working Manager.

Q: How many total imaging equipment maintenance staff does AHS have dedicated to the system?

A: AHS does not have dedicated imaging staff. GE (current vendor) utilizes their field service team to support the imaging equipment at AHS.

Q: How many total lab equipment maintenance staff does AHS have dedicated to the system?

A: No dedicated lab equipment Biomed staff.

Q: Are any of the existing employees part of a union?

A: The Biomed staff does not belong to a union.

Q: Will the site come with test equipment already in place or will you require us to supply?

A: Currently, all test equipment is the property of GE.

Q: Please indicate if any equipment/systems on the inventory list are currently under vendor service contracts. If yes, when do those contracts expire?

A: Sterilizers, trophons, and some imaging devices are under contract with other third parties through GE.

Q: Is there any equipment not on the inventory list that is covered by other service contracts that will be added to the inventory list after the contract expires?

A: Infusion pumps are handled by UHS at Highland Hospital. There are 320 pieces of equipment, manufactured by Alaris.

Q: Are there any special service requirements for the provided inventory, (i.e. Mission Critical 24X7, PM only, Inventory or management only, etc.)?

A: AHS wants a 24/7 program and full coverage for all devices. AHS will review and negotiate the coverage level for some devices based on clinical needs with the selected vendor.

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Q: Are there any medical devices included in the inventory that are under a reagent rental, consumable product, fee per use, or lease where service is included in the agreement? This may include Flexible Scopes, Laboratory Analyzers, Surgical Robotic Systems, CT's, Infusion Pumps, SCD's, etc.

A: The maintenance for all lab analyzers is covered under the reagent agreement.

Q: Are any devices or systems under non-cancellable service contracts that do not expire for years to come? Please provide contract pricing and expiration dates, if these agreements are to be held or paid by Proposer.

A: AHS does not hold direct contracts with other vendors. The Medical Equipment program is managed by GE. Non-expired contracts will be transferred to the vendor awarded the contract.

Q: Are there any clinical departments or devices that are sub-contracted and the equipment is owned and serviced by the vendor, (i.e. Dialysis, Laboratory, Central Sterile, Laser, etc.)?

A: Pending.

Q: Which devices are under warranty? Do any of these devices have extended warranties (some devices carry 5 year warranties) or Point-of-Sale service agreements?

A: Pending.

Q: Do we have to officially request who are the other proposers or will this be published automatically?

A: The following firms were solicited: Philips, GE, GME Equipment, Compass, ERD Medical Equipment Solutions, Agiliti, Trimedx, Sodexo, CURE Biomedical.

Q: Would AHS please clarify the formatting of the proposal response. Is AHS asking for two separate documents, one for diagnostic imaging and one for biomedical or is it sufficient that each response in the scope of work is labeled "Modality 1" and "Modality 2" with a single proposal original and single copy being returned to AHS? Or is AHS requesting 2 original proposal documents, one for imaging and one for biomedical, each with its own copy for a total of 4 response documents?

A: AHS is looking for 2 separate proposals. One for general Biomed services and one for imaging services. Your submission would be 1 original and 1 copy for each Proposal (for a total of 4, if you submit a proposal for both Modalities).

Q: The RFP indicates that AHS has 9,000 assets, but the equipment list provided shows around 7,400. What amount would you like us to consider?

A: Proposers, please base your Proposals on the inventory of equipment that was provided (the 7,400 amount from the inventory list).

Q: Please provide any additional model or OEM information on the following equipment: Diamond, Essential Senocare, and Mammography DBI Table.

A: The inventory list provided included make/model of all devices. Please specify what exact fields are being requested.

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Q: Does the inventory contain any items under service contract after 12/01/2019?

A: **List is pending. Contracts beyond the life of the current GE contract will be transferred to the vendor awarded the contract.**

Q: What current service contracts does AHS have?

A: **GE Healthcare. All current service contracts are managed through GE.**

Q: What is AHS's vision for the Medical Equipment Program in the next five years?

A: **Medical equipment program that will manage the life-cycle of all medical devices across the system.**

Q: Why is AHS conducting this RFP?

A: **AHS is seeking a vendor that will manage the life-cycle of all medical devices across the system and provide the most all-inclusive coverage.**

Q: How will the decision be made? Will multiple vendors be selected?

A: **Please see the RFP for evaluation criteria. AHS will select the best vendor for each Modality.**

Q: Can AHS provide a copy of the current department org chart?

A: **Pending.**

Q: Can AHS provide a copy of any current union CBA's for hospital employees or contractor employees that are currently working in clinical engineering?

A: **N/A.**

Q: Would AHS please confirm the following parameters of the RFP Scope of Work:

- Full Service
- 24 hours a day / 7 days a week
- All parts and glass
- Employees (of AHS) will stay on contractor payroll

A: **Bullets 1-3 are Confirmed. The current Biomed techs are not hospital employees, however we are not opposed to absorbing them.**

Q: How did the last couple surveys go?

A: **No Deficiencies Found.**

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Q: Would AHS please provide the following reports?

- PM Schedules & AOR
- Technician productivity Reports
- EOC PM Compliance Reports
- Can we review compliance data
- Current Tech Pay –
- Is the current staff grandfather, available for interview
- Tech Resumes - A
- Non-Contracted associated equipment maintenance costs

A: AHS does not employ the Biomed techs and does not have this information. EOC report information pending.

Q: Would AHS please provide the following budget information?

- Allocated funds for Clinical Technologies Department – **Not available, this varies yearly based on Capital Committee approval and clinical needs.**
- Alameda Health System's Fiscal – **Question unclear**
- Department's current annual budget – **Current budget not yet approved.**
- Alameda Health System's system wide annual budget – **Please see AHS website**
- Pay schedule to current vendor – **Monthly invoices**
- Current scope of Existing Contract – **Please see RFP Letter for Scope Requested**

A: See Above.

Q: Would AHS please provide a copy of the Medical Equipment maintenance plan?

- Equipment currently serviced by existing technicians - **Please see inventory list.**
- Exclusion to current contract list
 - Are there any items identified that AHS would like to add from current exclusions? **Please provide your most all-inclusive coverage level.**

A: See Above.

Q: Would AHS provide the following Inventory information:

- Inventory device list with coverage level

A: Not relevant as AHS is seeking an all-inclusive coverage level.

Q: Annual Business and Financial review/report

A: Question unclear. AHS reviews program Quarterly.