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PURCHASE OF RESIDENT CEILING LIFTS

The Community and Health Services Committee recommends the adoption of the recommendations contained in the following report dated August 22, 2012, from the Commissioner of Community and Health Services.

1. RECOMMENDATIONS

It is recommended that:

1. Council approve the Region entering into a sole source contract with Shoppers Home Health Care Inc. for the purchase and installation of 21 resident ceiling lifts for the Maple Health Centre, at a total cost of \$112,114.42 plus applicable taxes.
2. Council approve the Region entering into a sole source contract with Arjohuntleigh Canada Inc. for the purchase and installation of 64 resident ceiling lifts for the Newmarket Health Centre, at a total cost of \$321,494.26 plus applicable taxes.
3. The Commissioner of Community and Health Services be authorized to execute any necessary contracts in relation to purchase of this equipment.

2. PURPOSE

This report seeks authorization for the Region to enter into two sole source contracts to purchase ceiling lifts at the Region's long term care homes (Homes). The first contract, with Shoppers Home Health Care is to purchase and install 21 resident ceiling lifts at Maple Health Centre. The second contract, with Arjohuntleigh Canada Inc., is to purchase and install 64 resident ceiling lifts at Newmarket Health Centre.

The purchasing by-law (clause 10.3) requires that, with respect to awarding a sole source purchase contract, if the total cost exceeds \$100,000, the award shall be subject to Council approval.

3. BACKGROUND

Historically, ceiling lifts in each Home were installed in phases to optimize use of various one-time funding opportunities through the Ministry of Health and Long-Term Care (the Ministry). As a result, Maple Health Centre and Newmarket Health Centre have different lift system installations.

Shoppers Home Health Care Inc. supplies and maintains all the ceiling lifts in Maple Health Centre and Arjohuntleigh Canada Inc. supplies and maintains all the ceiling lifts in Newmarket Health Centre. They also provide and install ceiling tracks that are unique to their lift systems and covered under their warranty terms and conditions. In order to remain compatible with existing equipment located in the Homes and services provided by these service providers, including the unique track systems and turntables used by existing lifts that are able to be utilized by new lift equipment, a sole source purchase is warranted.

Maple Health Centre has a total of 100 beds, consisting of 82 long stay beds, 3 short stay respite beds and 15 convalescent care beds. Currently, there are 21 resident rooms on the first unit / floor that are not equipped with ceiling lifts.

Newmarket Health Centre has a total of 132 beds, consisting of 110 long stay beds, 3 short stay respite beds and 19 convalescent care beds. Currently, ceiling lifts are installed and operational in every resident room. Replacement of 64 ceiling lifts is required as they are over 10 years old and will no longer be supported by the manufacturer as they have reached the end of their life cycle.

4. ANALYSIS AND OPTIONS

Resident ceiling lifts are necessary to comply under the *Long-Term Care Homes Act, 2007* and its Regulations and are needed to safeguard the health of staff

Long term care homes must comply with the *Long-Term Care Homes Act, 2007* and its Regulations to provide a safe and secure home for our residents. As a result, mechanical lifts are required for all resident rooms.

Lifts with a lifting capacity of 625 lbs are required for routine transfers of residents who are not mobile. Three of the lifts to be installed are specially designed 'bariatric' lifts capable of handling up to 800 lbs.

Manual lifting of residents is a major cause of work-related injury and strain at healthcare facilities. To protect both staff and residents, it is crucial to use the correct mechanical aids and methods in patient handling. It is important that the residents are handled with safety and comfort, and with dignity and privacy. Ceiling lifts are proven resident handling aids that satisfy these criteria.

There are several built-in safeguards in the ceiling lifts. Features include a brake, lowering system and cord-pull emergency stop to safeguard the resident in the event of an emergency. Regulation of speed can be programmed and electronic soft-start and soft-stop ensures that staff can always stop the lift smoothly and safely and in exactly in the required position.

Consistency in ceiling lifts ensures proper training and maintenance protocols are maintained

The use of similar lifts within each Home ensures operational efficiency and consistency in training of staff. It is mandatory that all care-staff are trained by the vendor on safe usage of the lifts. On-going training is provided to new staff, and annual refresher training is provided to all staff. All training records are reviewed by Ministry inspectors during their annual inspections.

The use of similar lifts within the Homes ensures ease in consistent maintenance and the ability to easily obtain replacement parts when required.

Link to key Council-approved plans

This report pertains to the operational requirements of the Region's long term care homes and as such does not relate directly to initiatives described in key Council-approved plans.

5. FINANCIAL IMPLICATIONS

Shoppers Home Health Care and Arjohuntleigh have provided quotations for supply and installation of ceiling lifts

The quotations from both companies include the lift system, installation, individual slings, initial load testing, annual in-service training to all staff and a one-year warranty on all equipment with comparable pricing. The quotation received from Shoppers Home Health Care Inc. for purchase and installation of 21 ceiling lifts at Maple Health Centre is \$112,114.42 plus applicable taxes. The quotation received from Arjohuntleigh Canada Inc. for purchase and installation of 64 ceiling lifts at Newmarket Health Centre is \$321,494.26 plus applicable taxes.

Per unit pricing varies for each room depending on the tracking layout, turntables and building structure. Individual ceiling lifts for private rooms cost approximately \$4,500 and for semi private rooms the cost is approximately \$7,200. On average, the lifts work out to be between \$5,000 to \$5,300. The quotations are lower than prices for previous purchases made for similar products from the respective vendors.

Shoppers Home Health Care Inc. recently won several competitive bids including North York General Hospital, Fairview Lodge LTC and the new Niagara Health System hospital. Arjohuntleigh Canada Inc. is the sole supplier of ceiling lifts for the City of Toronto, Region of Peel and Region of Niagara. They are currently undergoing a large ceiling lift project at the Region of Peel long term care homes. They also are involved in

ceiling lift projects with a number of hospitals including William Osler Health System, Bridgepoint Health, Hamilton Health Sciences and The Ottawa Hospital.

The 2012 approved capital budget for Long Term Care includes these planned purchases funded from the General Capital Reserve.

6. LOCAL MUNICIPAL IMPACT

Installation of resident ceiling lifts in all resident rooms will ensure that the long-term care home is able to provide safe and secure care to residents of the Region.

7. CONCLUSION

Ceiling lifts are required in every resident room to allow for safe and secure transfer of residents. The installation of similar ceiling lifts in all resident rooms will ensure the integrity and on-going operation of the equipment.

For more information on this report, please contact Sylvia Patterson, General Manager of Housing and Long Term Care at Ext. 2091.

The Senior Management Group has reviewed this report.