

3

CONTRACT AWARD FOR PURCHASE OF RESIDENT BATH TUBS FOR NEWMARKET AND MAPLE HEALTH CENTRES

The Community and Health Services Committee recommends the adoption of the recommendations contained in the following report dated September 24, 2012, from the Commissioner of Community and Health Services.

1. RECOMMENDATIONS

It is recommended that:

1. Council authorize the award related to Request for Proposal P-12-94 for the purchase of 13 resident bath tubs to the highest overall ranked proponent ArjoHuntleigh Canada Inc. in the amount of \$298,291.50 plus applicable taxes.
2. The Commissioner of Community and Health Services be authorized to execute any necessary contracts in relation to Proposal P-12-94.

2. PURPOSE

This report seeks authorization to award a contract for the purchase of resident bath tubs for the Region's two long-term care homes (Homes) under the Request for Proposal (RFP) P-12-94.

The Purchasing Bylaw requires that, with respect to awarding a purchase contract where the award is not made to the lowest cost responsive bid, the award shall be subject to Council approval. In this case, the proponent was not the lowest bid.

3. BACKGROUND

The current resident bath tubs in the two long-term care homes have reached the end of their life cycle

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. Resident bath tubs in the Home were installed when the Home undertook a major renovation in 2001. Currently there are five resident bath rooms with bath tubs.

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. Resident bath tubs in the Home were

installed when the Home was built in 1997. Currently there are eight resident bath rooms with bath tubs. Resident bath tubs have an operational life cycle of approximately 10 years; in both Newmarket and Maple Health Centre the tubs are past the anticipated useful life and require replacement, and will no longer be supported by the manufacturer.

Long-term care homes are required to comply under the *Long-Term Care Homes Act, 2007* and its Regulations, and the Long-Term Care Facility Design Standards

Long-term care homes must comply with the *Long-Term Care Homes Act, 2007* and its Regulation to provide a safe and secure home for our residents.

The Long-Term Care Facility Design Standards require that every resident home area must have as a minimum one separate bath room with a raised bath tub equipped with a hydraulic electric or mechanical lift. It also requires that all resident bath rooms and equipment must be safe, private and comfortable for residents. They must be designed so that staff can easily and safely assist residents to bathe in a manner that protects resident dignity and promotes resident independence as much as possible.

Some unique features are required with resident bath tubs to meet the safety and comfort needs of residents and staff:

- Keyhole-shaped tub to provide ergonomically appropriate working conditions
- Adjustable height so that all staff may always work at the correct height
- Enable smooth integration with height-adjustable mobile lifts
- Smooth fibreglass-reinforced polyester with hand-grip shaped rim
- User-friendly touch pad controls and panels
- Hydrosound features that allow for cleaning sensitive skin

Safety and protection requirements include:

- Auto-fill tubs while staff transfers the resident to the bath
- Emergency lowering system in the event of power failure
- Water level sensor that prevents accidental use of disinfection system when bath is occupied
- Integrated disinfection system and hygiene features
- Thermostatic pressure and temperature mixing control
- Scalding protection

Similar resident bath tubs ensures proper training and maintenance protocols are maintained

The use of similar resident bath tubs 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 use of the bath tubs. On-going training is provided to new staff and annual refresher training is provided to all staff. All training records are reviewed by Ministry of Health and Long-Term Care inspectors during their annual inspections.

The use of similar bath tubs within the Homes ensures ease in consistent cleaning and disinfection practices.

4. ANALYSIS AND OPTIONS

A Request for Proposal was released in July 2012

The Region released RFP P-12-94 in July 2012, requesting the submission of proposals from vendors qualified and capable of offering resident bath tubs for its two long-term care homes.

Five vendors submitted proposals, two of which passed the technical requirements.

The proposals were evaluated by staff from the Housing and Long Term Care Branch and facilitated by the Supplies and Services Branch. Proponents were required to achieve a minimum technical score of 48 points (60%) out of a possible 80 points in order to qualify their financial proposals.

On evaluation, ArjoHuntleigh Canada Inc. and The Stevens Company Ltd. met the minimum technical score. Cardinal Health Canada, Cornerstone Medical Inc. and Care Source Inc. did not achieve the minimum technical score and were not considered further.

The two short listed vendors' financial submissions were considered

The financial submissions from ArjoHuntleigh Canada Inc. and The Stevens Company Ltd. were considered.

Table 1 summarizes the evaluation of the bids received.

Table 1
RFP Proponents

Company	Technical Score	Total Price	Total Score %
ArjoHuntleigh Canada Inc.	64.1	\$298,291.50	81.19
The Stevens Company Ltd.	48.9	\$254,771.92	68.9

Supplies and Services staff examined the proposals received for accuracy and compliance to standard procedures. They were found to be in order.

ArjoHuntleigh Canada Inc. achieved the highest total weighted score

The proponent with the highest overall score as a result of the evaluation is ArjoHuntleigh Canada Inc. with a total weighted score of 81.19%.

ArjoHuntleigh Canada Inc.'s high technical score reflected higher ratings in the following evaluation criteria area:

- Experience and credentials of the company and personnel
- References
- Responsiveness/demonstrated understanding of Regional requirements
- Ability to provide all services
- Project deliverables
- Quality of built in systems, i.e. hydrosound
- Value added services

Table 2 summarizes the proposal from ArjoHuntleigh Canada Inc.

Table 2
ArjoHuntleigh Canada Inc

Description	Total Number	Cost per unit	Total Cost
Cost of Rhapsody P220 tubs	13	\$21,206.50	\$275,684.50
Installation & removal costs		500.00	6,500.00
3 year maintenance and support		1,239.00	16,107.00
TOTAL COSTS			\$298,291.50

ArjoHuntleigh Canada Inc. is part of the Gentinge Group that is a global provider of equipment and systems to customers within the healthcare and extended care sector. Their products, which they manufacture and sell directly to their customers, are recognized as some of the most technologically advanced on the market. They hold a valid Medical Device Establishment Licence issued by Health Canada.

They have numerous bathing products in use that offer users ease of use and comfort, unique features, built in safeguards that protect and benefit residents and staff, simple maintenance and unique hydrosound features.

ArjoHuntleigh Canada Inc. is the sole supplier of resident bath tubs for the City of Toronto, Region of Peel and Region of Niagara. Tub replacement projects are currently in progress in each of these regions.

Link to key Council-approved plans

There is no link to key Council approved plans as this is an operational matter.

5. FINANCIAL IMPLICATIONS

The total value of the purchase contract is \$298,291.50 plus applicable taxes. This includes the cost of 13 Rhapsody P220 Hydrosound tubs, installation including electrical and plumbing connections, disposal of current tubs, and a three year comprehensive maintenance and support costs.

The vendor will also provide the following at no additional cost:

- Initial in-service training and ergonomic training by a clinical consultant
- Annual ongoing in-service training and support as required by the Homes
- Key operator training, as required
- Access to the company's proprietary Deiligent safe patient handling program
- Toll-free technical support

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 tubs in all tub rooms will ensure that the long-term care homes are able to provide safe and secure care to residents in Newmarket and Vaughan.

7. CONCLUSION

Replacement of the current tubs in resident bath rooms will allow for safe and secure care and also ensure that staff can easily and safely assist residents to bathe in a manner that protects their dignity.

Installation of similar tubs in all resident bath 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.