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TO:	CHAIR AND MEMBERS COMMUNITY AND PROTECTIVE SERVICES COMMITTEE MEETING ON OCTOBER 28, 2013
FROM:	SANDRA DATARS BERE MANAGING DIRECTOR HOUSING, SOCIAL SERVICES AND DEARNESS HOME
SUBJECT:	RESIDENT PATIENT HANDLING AND HYGIENE SYSTEMS AT DEARNESS HOME - SINGLE SOURCE

RECOMMENDATION

That, on the recommendation of the Managing Director of Housing, Social Services and Dearness Home the following actions **BE TAKEN** with the respect to the maintenance, load testing and supply of resident patient handling and hygiene equipment to the City of London:

- a) That approval herby **BE GIVEN** to enter into negotiations for maintenance, load testing and supply of resident patient handling and hygiene equipment for a one (1) year period with options to renew for two (2) additional one (1) year periods with ArjoHuntleigh Canada Inc., 90 Matheson Blvd. West, Suite 300, Mississauga, ON, L5R 3R3;
- b) That the Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this matter;
- c) That approval hereby given **BE CONDITIONAL** upon the Corporation negotiating satisfactory prices, terms and conditions with ArjoHuntleigh Canada Inc. to the satisfaction of the Manager of Purchasing and Supply; and
- d) Approval hereby given **BE CONDITIONAL** upon the Corporation entering into a formal contract or having a purchase order relating to the subject matter of this approval.

PREVIOUS REPORTS PERTINENT TO THIS MATTER
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Board of Control – June 18, 2008 - Single Source Purchase of Ceiling Lift Motors at Dearness Home

BACKGROUND

ArjoHuntleigh Canada Inc., formed through a merger in 2007 between ARJO Canada and Huntleigh Technologies, supply integrated solutions for the care of people with reduced mobility. ARJO Canada has a long history of supplying patient handling and hygiene equipment to the healthcare market.

In 2005 as part of the rebuild of Dearness Home the City purchased ceiling lift tracks for a portion of the rooms at Dearness Home and tubs from ARJO Canada. Due to cost constraints at the time not all ceiling tracks were equipped with motors. In 2008 civic administration presented a single source request to Board of Control to seek approval to purchase the ceiling lift motors in order to fully operationalize the remaining ceiling lift infrastructure. At the time of the move there were also various lifting devices manufactured by ARJO that were moved from the old building to the new building.

The Dearness Home has continued to purchase equipment through ARJO in order to have compatibility with existing lifting devices and to maintain one preventative maintenance agreement. Compatibility with existing lifts reduces liability and increases safety for residents, clients and staff. Slings used with the lifting devices are proprietary to a manufacturer and introducing lifts from various manufacturers increases the likelihood of using an inappropriate

sling. Restricting lifting devices to one manufacture also reduces training costs required to meet our obligation under the *Long Term Care Homes Act, 2007* to certify all nursing staff annually on the lifts in operation at Dearness Home.

Approval for these purchases is requested under the *Procurement of Goods and Services Policy* section 14.4 (d) and (e).

FINANCIAL IMPACT

In 2013, total spending with ArjoHuntleigh Inc. is estimated to be in the range of \$100,000 to \$110,000. This amount consists of preventative maintenance agreements for all ARJO equipment of approximately \$40,000, load testing at an estimate of approximately \$12,000, supply of consumable parts such as batteries, slings, remotes, etc. of approximately \$45,000 and a lift purchased for the Adult Day Program for \$10,160.

Funding for the maintenance, load testing and supply of this equipment can be accommodated within the existing long term care budget.

PREPARED BY:	RECOMMENDED BY:
JANICE BROWN BUSINESS ADMINISTRATOR	SANDRA DATARS BERE MANAGING DIRECTOR HOUSING, SOCIAL SERVICES & DEARNESS HOME
REVIEWED & CONCURRED BY:	
MIKE TURNER DEPUTY CITY TREASURER	

c.c. A.L. Barbon, Manager Financial & Business Services
Cindy Sheppard, Administrator, Dearness Home
John Freeman, Manager of Purchasing and Supply