

**SUMMARY OF CONTRACT REQUEST TO THE HEALTH COMMISSION**

<b>Contractor</b>	<u>AeroScout, LLC.</u>	<b>Division/Section</b>	<u>DPH/IT</u>
<b>Address</b>	<u>75 Portsmouth Blvd., Suite 220</u>	<b>Chief Operations Officer</b>	<u>Greg Wagner</u>
	<u>Portsmouth, NH 03801</u>	<b>DPH Administrator</b>	<u>Eric Raffin</u>
<b>Contact</b>	<u>Sean Ashby</u>	<b>Program Administrator</b>	<u>Jeff Angst</u> <b>Phone</b> <u>206.7719</u>
	<u>Client Executive</u>	<b>Contract Analyst</b>	<u>Jonathan Lyens</u> <b>Phone</b> <u>554.2886</u>

**Request for approval of a new contract with AeroScout LLC for software licensing, software and equipment maintenance, as well as required accompanying professional services to maintain the AeroScout Real Time Location System (RTLS) in good repair and well-tuned. The total proposed contract amount is \$1,680,013 which includes a 12% contingency for the term of January 1, 2021 through December 31, 2025 (5 years).**

Profit     Non-Profit     LBE                       RFP- Number: \_\_\_\_\_ Date: \_\_\_\_\_  
 New         Renewal         Mod                       GPO

Number of years DPH has been doing business with this organization:    10+

<b><u>CONTRACT INFORMATION:</u></b>	<b><u>Prior Transaction</u></b>	<b><u>Proposed Transaction</u></b>	<b><u>Annualized Difference*</u></b>
	New – No Prior Transaction	01/01/2021-12/31/2025	N/A
<b><u>Funding Sources:</u></b>			
<u>General Fund</u>	-\$0-	\$1,500,011.25	\$1,500,011.25
<u>Total DPH Revenues</u>	-\$0-	\$1,500,011.25	\$1,500,011.25
<u>12% Contingency Amount</u>	-\$0-	\$180,001.75	\$180,001.75
<u>Contract Total</u>	-\$0-	\$1,680,013	\$1,680,013
<u>Annual Amount Of Contract (Estimate)</u>	-\$0-	\$300,002.25	\$300,002.25
<u>Agency Funds</u>	-\$0-	-\$0-	-\$0-
<u>Contract FTE</u>	N/A	N/A	N/A

<b><u>PROPOSED:</u></b>	<b><u>No. Of Clients</u></b>		<b><u>Number Of Units</u></b>	<b><u>Unit Cost</u></b>
<b><u>Mode(s) of Service &amp; Unit of Service Definition</u></b>	<u>N/A</u>	<u>Duplicated</u>		
<u>UOS = Annual System Fees</u>	<u>N/A</u>	<u>Unduplicated</u>		
		<u>N/A</u>		
<u>Annual ZSFGH system fees (Average)</u>			5	\$61,990.53
<u>Annual LHH system fees (Average)</u>			5	\$147,211.72
<b><u>As-Needed items (billed for the actual cost if needed)</u></b>				
<u>As-Needed additional parts &amp; support</u>			Actual	\$400,000
<u>As-Needed Travel Reimbursement</u>			Actual	\$5,000
<u>Sales/Use Tax and Shipping Charges</u>			Actual	\$49,000

**Explanation of Service Change and Variances:**

This is a new DPH contract. Previously, this contract was procured by the City’s Office of Contract Administration (OCA) through the technology Market Place, with DPH funding the services through that mechanism.

**Monitoring Report/Program Review & Follow-up:**

The contract will be monitored in accordance with all applicable Departmental procedures through Laguna Honda Hospital and Rehabilitation Center and Zuckerberg General Hospital and Trauma Center facilities.

**Nondiscrimination and Cultural Competency:**

The Contractor will participate in applicable cultural competency requirements.

**Other Significant Issues:**

The AeroScout Real Time Location System (RTLS) has been in use at LHH since 2010 and at ZSFG since 2014. RTLS allows LHH and ZSFG to enhance patient safety, as the system allows for real time location monitoring of patients, particularly those at highest risk; guarding against patient elopement. Additionally, the RTLS system allows both facilities to track the real time location of biomedical devices. This process gains operational efficiencies by cutting down on staff time spent locating needed equipment and enhancing DPH’s ability to maintain the integrity of the various fleets of biomedical devices within the hospitals at any given time. Approval of this new contractual agreement allows SFDPH to keep these critical systems licensed, maintained and finely tuned to ensure optimal performance.

AeroScout, LLC is a Delaware limited liability company and is part of the Stanley Black & Decker family of companies. Stanley Black & Decker has three main areas of business: tools and storage, security, and industrial applications. The RTLS product, procured from AeroScout LLC, is a subsidiary of Stanley Security Solutions, which is comprised of Stanley Security, Access Technologies and Healthcare. All brands are part of the family of companies.

AeroScout, LLC. was selected under the authority of Section 21A.2 of the Administrative Code through the Department’s membership in the Group Purchasing Organization (GPO), Vizient, ( formerly known as University HealthSystems Consortium and the University Health Systems Consortium Services Corporation Purchasing Program (Novation)).

**Listing of Board of Directors, Owners of 10% or More of the Firm, and Executive Director**

**Chief Executive Officer, Stanley Black & Decker:** Jim Loree

**Board of Directors**

- George W. Buckley
- Andrea J. Ayers
- Patrick D. Campbell
- Carlos M. Cardoso
- Robert B. Coutts
- Debra A. Crew
- Michael D. Hankin
- James M. Loree
- Jane Palmieri
- Mojdeh Poul
- Dmitri L. Stockton
- Irving Tan

The vendor has 12 Board members with 0 vacancies.

**Owners of 10% or more of the Firm:**

There are no individuals/entities that own 10% or more of Stanley Black & Decker, Inc.

**Recommendation:** The Department recommends approval of this contract.

