



Travis County Commissioners Court Agenda Request

Meeting Date: October 23, 2012

Prepared By/Phone Number: Loren Breland, 854-4854

Elected/Appointed Official/Dept. Head: Cyd Grimes

Commissioners Court Sponsor: Judge Biscoe

Agenda Language: Consider and take appropriate action for the following items.

- A. Approve order exempting the purchase of patient ventilators for Starflight from CareFusion, from the competitive procurement process pursuant to section 262.024(a)(7)(A) of the County Purchasing Act.
- B. Pursuant to Section 263.152 of the Texas Local Government Code, declare Pulmonetics LTV 1000 ventilators as surplus property and authorize same as trade-in on new equipment.

➤ **Purchasing Recommendation and Comments:** Purchasing concurs with department and recommends approval of requested action. This procurement action meets the compliance requirements as outlined by the statutes.

The Travis County Commissioners Court approved the purchase of new patient ventilators during the FY13 budget process. These new patient ventilators will replace the current Pulmonetics LTV 1000 ventilators originally purchased by Travis County in 2006. CareFusion is the sole manufacturer and distributor for Revel ventilators. These new ventilators offer significant improvements over the older model with reduced maintenance, weight and size. StarFlight is currently purchasing 4 new Revel ventilators at \$17,900.00 each.

Carefusion is offering trade-in allowances for the current monitors and ventilators. Carefusion is offering \$1,790.00 trade-in for each LTV 1000.

The current Pulmonetics LTV1000 ventilators have Travis County asset numbers 123592, 123493 and 123594

AGENDA REQUEST DEADLINE: All agenda requests and supporting materials must be submitted as a pdf to Cheryl Aker in the County Judge's office, Cheryl.Aker@co.travis.tx.us by Tuesdays at 5:00 p.m. for the next week's meeting.

➤ **Contract-Related Information:**

Award Amount: CareFusion - \$68,255.00

Contract Type: One time purchase.

Comments:

➤ **Funding Information:**

Funding Account(s): SAP cost center 1598000001

Comments: Funded from FY13 budget.

CareFusion #203
17400 Medina Road, Suite 100
Minneapolis, Minnesota 55447-1341
763.398.8300 tel
763.398.8400 fax



www.carefusion.com

October 02, 2012

Loren Breland
Loren.Breland@co.travis.tx.us

Dear Loren,

I understand you have made an inquiry about the Revel, p/n 19260-001, Ventilator and were looking for sources in which to obtain this product. This product is manufactured and sold exclusively by us, CareFusion #203. We do not have distributors in which you could obtain these from; therefore, we are the sole source to obtain the Revel.

If we can be of further assistance please don't hesitate to call our Customer Care Department @ 800/754-1914.

Sincerely,
CareFusion #203

A handwritten signature in blue ink that reads "Deb Solie".

Deb Solie
Customer Service Manager



ReVel® Ventilator | PTV Series

The lightweight transport ventilator with ICU and NIV capabilities that effectively ventilates in complex environment

The ReVel® portable critical care ventilator provides high-performance ventilation on the fly for your pediatric to adult patients weighing at least 5 kg. To help manage high-acuity patients during transport, the ventilator features the patented ActivCore™ gas delivery system. From initial emergency to the emergency room, the ReVel ventilator automates ventilation without patient circuit disconnection—for continuous care.

Product Highlights

Easy to use

Based on the trusted LTV® series ventilator platform, ReVel will quickly and easily guide healthcare workers through its intuitive preset defaults so ventilation is delivered quickly and effectively.

Lightweight for portability

The portable ventilator weighs only 9.5 lbs., yet built with the same power and synchrony as a complex critical care vent. Whether you need to initiate NIV or intubate, ReVel conveniently travels with the patient.

Uninterrupted operation

The hot-swappable, four-hour battery in the ReVel ventilator provides continuous power to extend transport capabilities.

Integrated tools

Facilitates spontaneous breathing trial (SBT) decision-making. Studies show that patients who tolerate an SBT for 30 to 120 minutes successfully discontinue ventilation at least 77% of the time. *

Integrated pulse oximeter

The transport ventilator enables you to monitor blood oxygen saturation (SpO₂) and pulse rate during transport or in lieu of central monitoring.

In conclusion

The Revel combines the features of a critical care ICU ventilator in the size of a transport ventilator allowing the end user all the tools needed to treat patients on the spot in the field or at the bedside. Only one ventilator, the Revel has the versatility & capability of transitioning from the field to the hospital in a very small package & with the addition of extra batteries allowing this ventilator an unlimited portable power supply without adding extra weight to the ventilator.

Best Regards,

Max Soliz
CareFusion 203
Texas
713-305-1387





Travis County
STAR Flight



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Austin, TX 78724
www.starflightrescue.org

Dispatch 1-800-531-STAR
Administration (512) 854-6464
Fax (512) 854-6466

To: Cyd Grimes, Purchasing Agent
Through: Danny Hobby, Executive Manager, Emergency Services
From: Casey Ping, Program Director
Date: September 21, 2012
Subject: *Patient Ventilator Replacement – Carefusion ReVel Ventilator*

The current **STAR Flight** Carefusion LTV1000 ventilators are no longer produced and are now 7 years old. The age of the ventilators has caused a significant increase in the preventative maintenance cost and obtaining a spare ventilator would mean purchasing a similar yet functionally different model.

Carefusion's new ventilator model, the ReVel, is designed specifically for the transport environment and is based on our current LTV, providing ease of transition and reduced training time. The Revel ventilator reduces size by 50% and reduces weight from 24 pounds to 9.9 pounds and incorporates a 4-hour internal swappable battery. The ventilator also provides new technology equipment to the patient including built-in PEEP and also provides for pulse oximetry and pulse rate monitoring via the ventilator itself.

The Revel ventilator is the only transport ventilator that meets all of the following criteria:

- incorporates an internal compressor and blender
- functions independent of oxygen sources
- can provide bi-level continuous positive airway pressure (CPAP) plus pressure support , synchronized intermittent mandatory ventilations (SIMV), and non-invasive positive pressure ventilation
- pediatric (≥ 5 kg) to adult ventilation
- weight under 12 pounds for aircraft Fairfield bar mounting limits

Casey

cc. Bonnie Floyd, Travis County Purchasing