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Title: CONSIDER APPROVING A CONTRACT WITH LIFESTATION INC. FOR THE EMERGENCY ALERT RESPONSE SYSTEM (E.A.R.S.) PROGRAM

Sponsors: Community Services

Indexes:

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Attachments: 1. EARS Program Quote Solicitation, 2. Lifestation, Inc. Draft Contract

Date	Ver.	Action By	Action	Result
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Report to Mayor and City Council

Tuesday, June 07, 2022

Consent

SUBJECT:

CONSIDER APPROVING A CONTRACT WITH LIFESTATION INC. FOR THE EMERGENCY ALERT RESPONSE SYSTEM (E.A.R.S.) PROGRAM

I. SUMMARY

The Emergency Alert Response System (E.A.R.S.) is a state-of-the-art medical communications and personal security system that assures a quick and efficient response to any emergency that may occur in the home of a Carson senior. The City initially provided this service through a partnership with Long Beach Memorial Hospital, then Philips Lifeline. With a vendor needed to continue to provide this service, an invitation for bids (IFB) was completed in July of 2019, with the selected vendor being LifeStation, Inc. Throughout the term of the City’s contract with LifeStation, the vendor has provided consistent service, including providing staff with monthly usage reports.

As the agreement with this vendor will soon end, and per the City’s purchasing ordinance, additional quotes were solicited from two (2) comparable vendors. Neither vendor submitted a quote. Therefore, the City Council is now asked to approve a new three-year contract with LifeStation, Inc. at a total cost of \$33,480, with the option to extend for one (1) additional one-year term at a not-to-exceed cost of \$11,160 for the extension period (Exhibit No. 2).

II. RECOMMENDATION

TAKE the following actions:

1. APPROVE a three-year Contract Services Agreement at a total not-to-exceed contract sum of \$33,480, with one (1) City option to extend for an additional one-year at an additional cost of \$11,160, with LifeStation Inc., to provide Emergency Alert Response System (EARS) services for the City of Carson's seniors (Exhibit No. 2; the "Agreement").
2. AUTHORIZE the Mayor to execute the Agreement following approval as to form by the City Attorney.

III. ALTERNATIVES

The City Council may take any other action deemed appropriate.

IV. BACKGROUND

The City of Carson's Human Services Division strives to aid the most vulnerable populations. Its Senior Assisted Living Section has offered an Emergency Alert Response System (EARS) Program since 2006 to provide vulnerable residents with an electronic unit that, when a button is pressed, sends a signal to a 24-hour Emergency Response Center. Within seconds, there is direct voice communication with an operator at the Response Center through a speaker/microphone built into the unit.

Since its inception, the EARS program has consistently been in high demand. It permits seniors to remain in their homes and age in place safely rather than be placed in long term care or be institutionalized. The program also provides users and their family members peace of mind that they have access to emergency response in the case of a fall or other urgent matter while living alone. As the threat of COVID-19 transmission decreases, the required in-home assessments will continue so that more residents can make use of available units.

With the City's contract with its current vendor, LifeStation, Inc. expiring June 30, 2022, staff began the process of seeking a vendor who would continue to provide this service. It was determined that no IFB/formal bidding is required because per CMC 2610, such requirements only apply for the purchase of materials, supplies, equipment, and services of an estimated aggregate annual value that is \$25,000 or greater, and the services at issue here are estimated to be well below that amount (approximately \$11,000 per year). However, staff determined to proceed with informal bidding in accordance with CMC 2611 (a)(2), which provides as follows:

So far as practical, for any purchase costing \$5,000 or more and less than \$25,000, at least three (3) vendors shall be solicited to submit price quotations by use of sealed bidding methods, electronic facsimile, or electronic mail. This solicitation requirement may be met if price quotations have been sought through prices listed on a vendor's Internet website; provided, that the Purchasing Manager reviews and approves such pricing. Award shall be made to the responsive and responsible vendor who offers the lowest acceptable quotation that best meets the needs of the

City. The names of vendors submitting quotations, their respective local addresses and principal places of business, and the date and amount of each quotation shall be recorded and maintained as a public record.

Accordingly, quotes were solicited from two (2) comparable vendors in addition to Lifestation; however, neither comparable vendor submitted a quote. Proof of solicitation is attached to this report (Exhibit No. 1). Staff determined that Lifestation is the responsive and responsible vendor who offers the lowest acceptable quotation that best meets the needs of the City.

The City Council is now asked to consider approving a three-year contract with LifeStation, Inc. to provide EARS services to the City seniors at a cost of \$11,160 for each contract year, including extensions, or \$33,480 total for the full three-year term. The agreement will provide a maximum of 60 households with emergency response units. The rates are \$15.50 per unit, per month, all inclusive.

V. FISCAL IMPACT

Should the City Council approve the recommendation, the contract is not to exceed \$11,160 for each contract year, including extensions, or \$33,480 total for the initial three-year term. Funding for this service is budgeted in the FY 2022/23 Proposed Budget in account number 101-90-980-227-6004.

VI. EXHIBITS

1. Proof of solicitation of quotes from comparable vendors (pgs 4-5)
2. Draft of E.A.R.S. Contract with LifeStation Inc. (pgs 6-39)

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