
Setting the Standard in Health Care Excellence

September 12, 2023

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, California 93009**SUBJECT:**

Approval of, and Authorization for the Purchasing Agent or Designee to Sign, Terms and Conditions with Brainlab, Inc. for Hardware, Software Subscriptions, Services, Freight, Insurance and Fees Associated with the Purchase of LOOP-X Surgery Equipment Identified on Quotes QN-VCMCVC-JWA-177.1, QN-VCMCVC-MXW-180.1, and QN-VCMCVC-MXW-181.1, in an Amount Not-to-Exceed \$897,792 for Contract Year 1, \$205,000 for Contract Year 2, and \$84,000 each for Contract Years 3 and 4.

RECOMMENDATION:

That your Board approve, and authorize the Purchasing Agent or designee to sign, terms and conditions (Exhibit 1) with Brainlab, Inc. (Brainlab) for hardware, software subscriptions, services, and freight, insurance, and fees, associated with the purchase of LOOP-X surgery equipment contained on quotes QN-VCMCVC-JWA-177.1 (Exhibit 2), QN-VCMCVC-MXW-180.1 (Exhibit 3), and QN-VCMCVC-MXW-181.1 (Exhibit 4), and four years of software support, in an amount not-to-exceed \$897,792 for contract year 1, \$205,000 for contract year 2, and \$84,000 each for contract years 3 and 4.

FISCAL IMPACT:

Mandatory:	No
Source of Funding:	VCMC Operating Revenues/Collections
Funding Match Required:	None
Impact on Other Departments:	N/A

Summary of Annual Revenues and Costs Under these agreements:

	<u>Contract Year 1</u>	<u>Contract Year 2</u>
REVENUE:	\$897,792	\$205,000
DIRECT COSTS:	\$897,792	\$205,000
INDIRECT COSTS:	Minor	Minor
Net Revenue <cost>	\$0	\$0

CURRENT FISCAL YEAR BUDGET:

Current FY 2023-24 Budget Projections for Ventura County Medical Center #3300				
	Adopted Budget	Adjusted Budget	Projected Actual	Estimated Savings/(Deficit)
Expenditures	\$673,790,899	\$673,790,899	\$673,790,899	\$0
Revenue	\$665,452,626	\$665,452,626	\$665,452,626	\$0
Operational Income/(Loss)	(\$8,338,273)	(\$8,338,273)	(\$8,338,273)	\$0

Sufficient revenue and appropriations are included in the FY 23-24 adopted budget. The operational income includes "Operating Transfers In" that are primarily attributed to County contribution.

DISCUSSION:

Pursuant to Government Code Section 25502.5, approval must be secured from your Board for all services that are expected to exceed the Purchasing Agent's authority (\$200,000 per contractor) during the fiscal year.


Brainlab helps healthcare providers build three-dimensional patient-specific models with data that is structured, mapped and aggregated with industry-leading artificial intelligence. This builds the basis of its navigation system for the human body, allowing clinicians to safely remove brain tumors, place screws in the spine precisely, and irradiate breast tumors with millimetric precision.

Brainlab's robotics and mixed reality technologies and expertise allow users to connect and innovate between the digital and physical worlds. In addition, Brainlab technologies power the collection of structured long-term data and medical registries. Through the neuroscience of play, Brainlab advances clinical training and education, promoting the adaptation to technological advances and creating digital models of complete interventions.

Brainlab systems are established in around 6,300 hospitals in 120 countries to offer doctors and patients better treatment possibilities. At the forefront of health technology for over 30 years, Munich-based Brainlab employs around 2,200 people with expertise across the entire healthcare value chain in 25 locations worldwide.

The request before your Board is for the services associated with the Health Care Agency's purchase of the Brainlab Loop-X mobile imaging robot, and four years of software subscription support. Loop-X works with the full Brainlab digital surgery portfolio or with an existing surgical setup designed to adjust the alignment of surgical instruments to a pre-planned trajectory, freeing up surgeons' hands and thereby helping them to better focus on the patient's anatomy during complex surgeries. The services include installation support, software subscriptions, 12 months of clinical consultation intraoperative imaging support during year one, and service on the hardware for one year after the initial one-year warranty period has expired.

This letter has been reviewed by the County Executive Office, County Counsel, Auditor-Controller's Office, and General Services Agency Procurement Services. If you have any questions regarding this item, please call John Fankhauser, M.D., Chief Executive Officer, County Hospitals, at 805-652-6058.



John Fankhauser, M.D.
Chief Executive Officer, County Hospitals

Barry L. Zimmerman
Health Care Agency Director

EXHIBITS:

- Exhibit 1 - Brainlab, Inc. Terms and Conditions
- Exhibit 2 - Brainlab, Inc. - Quote QN-VCMCVC-JWA-177.1
- Exhibit 3 - Brainlab, Inc. - Quote QN-VCMCVC-MXW-180.1
- Exhibit 4 - Brainlab, Inc. - Quote QN-VCMCVC-MXW-181.1