

**SUMMARY OF REQUEST**

**DATE:** December 15, 2021

**FACILITY:** Broward Health Medical Centers

**PROGRAM/PRODUCT LINE:** Laboratory Services

**REQUEST:** Approval to enter a five (5) year agreement with One Blood, Inc. for blood products, as well as, blood bank reference testing services.

**PURPOSE:** To fill the basic need of blood products and blood testing services, which are required to care for Broward Health patients.

**CAPITAL REQUIRED:** N/A

**FISCAL IMPACT:** System wide expense: \$10.5 million per year and \$52.5 million over the course of the five-year contract.

**BUDGET STATUS:** Yes

**LEGAL REVIEW:** The contract is subject to General Counsel's review and approval as to legal form and conditioned on no material changes in the approved business terms.

**APPROVED:**  
Shane Strum, President/CEO  
Shane Strum 12/13/2021 16:37 EST

DATE: \_\_\_\_\_

## MEMORANDUM

**TO:** Board of Commissioners

**FROM:** Shane Strum, President/Chief Executive Officer

**DATE:** December 15, 2021

**SUBJECT:** Approval to enter a five (5) year agreement with, One Blood, Inc. for blood products, as well as, blood bank reference testing services.

### BACKGROUND

Since 2013, Broward Health has partnered with One Blood, Inc. to provide blood products and blood bank reference testing services. Blood products consist of blood, plasma and platelets. The blood bank reference testing includes testing for rare negative antigens. This testing provides safety to our patients needing a transfusion. Lastly, One Blood, Inc. provides blood product transport and inventory management.

Two Request for Proposals (RFP) have been issued in the past (2017& 2021) for blood banking supply and testing services. One Blood has been the sole respondent for both RFPs.

### ACTION/PROJECT DESCRIPTION

Approval to enter a five (5) year agreement with One Blood, Inc. for blood products, as well as, blood bank reference testing services at a cost of \$10.5 million per year and \$52.5 million over the course of the 5-year Agreement.

### FINANCIAL/BUDGETARY IMPACT

System wide expense: \$10.5 million per year and \$52.5 million over the course of the five-year contract with first year regional expense as follows:

Broward Health Medical Center:	\$ 5,900,000
Broward Health North:	\$ 2,500,000
Broward Health Coral Springs:	\$ 1,100,000
Broward Health Imperial Point:	<u>\$ 1,000,000</u>
	\$10,500,000

### **JUSTIFICATION**

One Blood, Inc. meets the blood products demands of Broward Health medical centers' blood bank departments while providing safe blood products for transfusion compatibility for the patient populations served.

### **STAFF RECOMMENDATION**

**Therefore, it is requested that the Board of Commissioners of the North Broward Hospital District authorize the District to enter into a five (5) year agreement with One Blood, Inc. for blood products, as well as, blood bank reference testing services at a cost of \$10.5 million per year and \$52.5 million over the course of the 5-year Agreement.**