UNIVERSITY MEDICAL CENTER OF SOUTHERN NEVADA
BOARD OF HOSPITAL TRUSTEES
AGENDA ITEM

Issue: RFP No. 2008-16, Cardiac Rhythm Monitoring Devices, with
       BIOTRONIK, Inc. and Medtronic, Inc.

Petitioner: Kathleen Silver, Chief Executive Officer, University Medical Center

Recommendation:

That the Board of Hospital Trustees approve the dual award of RFP 2008-16, Cardiac
Rhythm Monitoring Devices, to BIOTRONIK, Inc. and Medtronic, Inc.; and authorize
the Chief Executive Officer to sign the agreement.

FISCAL IMPACT:

Estimated $4,000,000 annually, however, cost will vary depending on actual usage and patient volume. Funded by
Operating Budget.

BACKGROUND:

On September 18, 2008, RFP No. 2008-16 for Cardiac Rhythm Monitoring Devices (Pacemakers and Implantable
Cardioverter Defibrillators) was published in the Las Vegas Review-Journal. On October 8, 2008 proposals were
received from:

St. Jude Medical, Inc.
Boston Scientific Corporation
BIOTRONIK, Inc.
Medtronic, Inc.

An ad hoc committee (including physicians) reviewed the proposals submitted, and recommends the selection of, and
contract approval to BIOTRONIK and Medtronic. On January 5, 2009, the Board awarded the first contract of this RFP
to BIOTRONIK. Staff recommends awarding a second contract of this RFP to Medtronic. Both contracts have identical
product pricing and similar contract terms.

This contract is for cardiac rhythm monitoring devices (Pacemakers and ICD’s) used by cardiac surgeons and implanted
into patients who have abnormal heart rhythms to help regulate the beating of the heart by means of electrical impulses.

The contract term for Medtronic is from February 3, 2009 through November 30, 2011 and may be terminated with a 30-
day written notice.

Negotiated product pricing will provide UMC an estimated annual product savings of $1.1 million or $3.3 million during
the term of the agreement compared to previous product pricing.

Respectfully submitted,

Kathleen Silver
Chief Executive Officer

Cleared for Agenda
February 17, 2009
2/17/2009