



The Corporation of the City of Cornwall
Regular Meeting of Council
Report

Department: Financial Services
Division: Purchasing
Report Number: 2021-01-Financial Services
Prepared By: Nicole Robertson, Supervisor
Meeting Date: January 11, 2021
Subject: RFP 20-P17 Electronic Patient Care

Purpose

To obtain an Electronic Patient Care Record (ePCR) software program and implement system-wide across the Cornwall Stormont Dundas and Glengarry Paramedic Services.

Recommendation

That RFP 20-P17 be awarded to Prehos Incorporated, from Quebec, Quebec, at the total bid price of \$376,137.45 (net cost to the Corporation - \$338,723.42) for a term of 5 years, with the option to renew for 3 additional 1-year terms, being the best Proposal meeting the specifications.

Financial Implications

The department has included \$109,600 in the 2021 Budget. Year 1 of the contract includes additional costs related to implementation, training and hardware. The department will budget accordingly for the subsequent years.

Strategic Priority Implications

This report addresses Council's accountability and transparency to the ratepayers of the City of Cornwall.

Background / Discussion

The Terms of Reference for RFP 20-P17 – Electronic Patient Care was approved by Council at its October 13, 2020, meeting. The RFP was issued to retain a qualified Proponent to provide an ePCR software program and implement system-wide across the Cornwall Stormont Dundas and Glengarry Paramedic Services based on the following objectives:

- a) An ePCR solution that meets existing and future growth requirements.
- b) Obtain a high-quality electronic patient care record software system.
- c) Enter into a partnership with a vendor that provides timely on-going support and maintenance for their goods/services.

Background

The Corporation requires an all-in-one software solution that can perform, at minimum, ePCR; creation and management of electronic incident and occurrence report; real-time view integration with CAD and the software solution; ability to provide ad hoc reports and provide a suite of canned reports consistent with mandatory Ontario Ministry of Health reports.

The vision is to migrate all paper documentation the service requires to a 'single sign-on' electronic format, with sufficient potential to meet the growing needs over the term of the contract.

The mobile ePCR solution will offer the ability to enter ambulance call, build queries, data tracking, viewing, and printing of all patient care records as described in this RFP.

The proposals were evaluated against the following Criteria:

- (1) Experience of Proponent and Qualification of Personnel Assigned to the Project
- (2) Understanding of Objectives, Schedule and Project Risks
- (3) Cost
- (4) Value Added
- (5) Interview and Demonstration (by invitation only)



The following Requests for Proposals were received and opened by Purchasing Services and evaluated by the Selection Committee:

Interdev Technologies Incorporated, Toronto, Ontario

Bid Price:	\$774,992.61
HST:	\$100,749.04
Total Bid Price:	\$875,741.64

Medusa Medical Technologies, Halifax, Nova Scotia

Bid Price:	\$344,680.00
HST:	\$44,808.40
Total Bid Price:	\$389,488.40

Prehos Incorporated, Quebec, Quebec

Bid Price:	\$332,865.00
HST:	\$43,272.45
Total Bid Price:	\$376,137.45

The total bid prices in the Proposals from Medusa Medical Technologies and Prehos Incorporated were adjusted to meet the required components of the RFP.

A Proposal was received from ImageTrend Incorporated did not meet the minimum required score to be evaluated for pricing.

Document Title:	RFP 20-P17 Electronic Patient Care - 2021-01-Financial Services.docx
Attachments:	
Final Approval Date:	Jan 7, 2021

This report and all of its attachments were approved and signed as outlined below:

Bill Lister - Jan 5, 2021 - 12:47 PM

Tracey Bailey - Jan 6, 2021 - 8:50 AM

Maureen Adams - Jan 7, 2021 - 8:32 AM