

# The Regional Municipality of York

Committee of the Whole  
Community and Health Services  
June 16, 2022

Report of the Commissioner of Community and Health Services

## Establishment of Corporate Standards for Paramedics and Senior Services

### 1. Recommendation

Council approve the products described in Attachment 1 as corporate standards for a maximum term of five years.

### 2. Summary

This report seeks Council's approval of the products described in Attachment 1 as "corporate standards" for a maximum term of five years. Approval of the corporate standards will facilitate continued supply of required brand-name products to the Paramedic and Senior Services Branch in support of continued provision of quality long-term resident and patient care.

Key Points:

- Recent trade agreements identify specific circumstances under which brand-name products may be used in technical specifications of procurements
- The brand-name products listed in Attachment 1 require Council approval to be established as a corporate standard for specific goods, services or construction approved by Regional Council that best fulfill a long term Regional need or requirement for a term of five years
- Only distributors or product manufacturers of corporate standards may bid on procurement calls to provide those products
- Procurement of brand-name products assists Paramedics and Seniors to comply with the *Fixing Long-Term Care Act, 2021*, *Ambulance Act*, and other Provincial requirements

### 3. Background

#### **Recent trade agreements limit the use of brand names in government procurement**

The *Canadian Free Trade Agreement, 2017* and the *Comprehensive Economic and Trade Agreement, 2021*, introduced restrictions on the use of trademarks or trade names ('brand names') in the technical specifications of government procurements.

Each trade agreement includes 'limited tendering' provisions that permit tendering for a specific brand name good or service if a change of supplier:

- Cannot be made for economic or technical reasons such as requirements of interchangeability or interoperability with existing equipment, services or installations procured under the initial procurement
- Would cause significant inconvenience or substantial duplication of costs for the procuring entity

#### **The Paramedic and Senior Services Branch purchases specialized products that adhere to the *Fixing Long-Term Act, 2021*, the *Ambulance Act*, and other Provincial requirements**

To deliver programs and services to patients and residents, the Paramedic and Senior Services Branch purchases several specialized products that must meet the following:

- Ministry of Health and Ministry of Long-Term Care requirements
- Provincial Equipment Standards for Ontario Ambulance Services
- Advanced Life Support Patient Care Standards
- Specifications consistent with long-established best practices

### 4. Analysis

#### **A limited number of vendors provide the specialized products and services required by the Paramedic and Seniors Services Branch**

Paramedic and Senior Services provides a wide range of health care services to residents of the Region's two long-term care homes and to patients living in the Region. To fulfill the specialized requirements for providing quality care, there are brand-name products that should be used.

This report recommends that the products described in Attachment 1 be approved as corporate standards in accordance with Procurement By-law 2021-103 and to comply with both the *Canadian Free Trade Agreement, 2017* and the *Comprehensive Economic and Trade Agreement, 2021*, establishing the products as corporate standards will allow the brand-names to be specified in technical specifications of procurements.

The brand name products recommended have been tested, used, and found to be favourable in ensuring the health and well being of the Region's long-term care homes' residents and York Region Paramedic Services' patients. Paramedic and Seniors Services staff will continually assess the need for the corporate standards by liaising with like agencies and the supplier market to investigate new product and service offerings.

### **Manufacturers, product descriptions, and estimated financial totals for the proposed product standards are provided in Attachment 1**

The products listed in Attachment 1 are recommended as corporate standards for the following reasons:

- Product meets legislated operational and functional standards
- Product mandated by the Province
- Product compatibility
- Product directed by third party (e.g. York Region Police)
- Staff familiarity with products which require specialized training for operation and maintenance, which would have a significant cost impact and require more staff time be redirected to training rather than patient care
- Staff/patient health and safety and patient comfort
- Best product available based on market research and product testing

### **Paramedic and Senior Services purchases have been reviewed to ensure compliance with the Procurement Bylaw (2021-103)**

The brand-name products listed in Attachment 1 were reviewed to ensure compliance with the Procurement Bylaw (2021-103). Individual procurements processes will continue to be made in accordance with the Procurement Bylaw (2021-103) and the resulting agreements will be for no more than a term of five years.

## 5. Financial

A summary, by business unit, of the brand-name products required throughout the five-year term is provided in Table 1

**Table 1**  
**PSS Business Unit Summary**

Business Unit	Number of Items	5-Year Estimated Total Value
Seniors Services (LTC Homes)	1	\$459,012
Paramedic Services (Special Response Unit)	1	\$138,000
Paramedic Services (Supplies and Equipment)	25	\$1,896,600
Paramedic Services (Fleet)	4	\$165,000
Total	31	\$2,658,612

The required funding for these products will be managed within the approved annual Department operating budgets.

## 6. Local Impact

There are no direct local municipal impacts as a result of this report.

## 7. Conclusion

Staff seek Council authorization to establish brand-name products as standards for a term of five years. Product purchases will support the uninterrupted supply of brand-name products to Paramedic and Senior Services and the continued provision of quality patient and resident care in compliance with Ministry requirements and mandated regulatory standards.

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For more information on this report, please contact Karen Antonio-Hadcock, Director, Integrated Business Services, at 1-877-464-9675 ext. 72088. Accessible formats or communication supports are available upon request.



Recommended by:

**Katherine Chislett**  
Commissioner of Community and Health Services



Approved for Submission:

**Bruce Macgregor**  
Chief Administrative Officer

May 26, 2022  
Attachments (1)  
#13867622