



**PROCUREMENT JUSTIFICATION FORM (PJF)**

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

*INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services intranet site (Forms page) for additional instructions.*

PART I: OVERVIEW			
Department Office/Division/Program:		DPS/EMS/EMS-C	
Department Contract Administrator or Grant Coordinator:		Marc Minkler	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 99,111.60	Advantage CT / RQS #:	RQS 20240221*1193
CONTRACT	Proposed Start Date:	<b>1/30/2024</b>	Proposed End Date: 3/31/2024
AMENDMENT	Original Start Date:		Effective Date:
	Previous End Date:		New End Date:
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		Ferno, 70 Weil Way, Wilmington, OH 45177	
Brief Description of Goods/Services/Grant:		(161) KangooFix Neonatal Transport Devices	

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
<input type="checkbox"/>	A. Competitive Process	<input checked="" type="checkbox"/>	G. Grant
<input type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. University Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

### PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

This is a one-time purchase through a collaboration with the Maine Department of Public Safety Bureau of EMS (MEMS), Maine EMS for Children (EMS-C), Maine Department of Health and Human Services (DHHS), and the Maine Center for Disease Control and Prevention (CDC). Maine has seen an increase of prehospital transports of newborns. These transports are the result of unplanned home births, planned home births with unexpected complications, and a reduction of hospitals with inpatient obstetrical capacity. Maine EMS agencies have been challenged with safe transport of newborn people. In the stable newborn person, effective and safe transport in ground ambulances has not been possible with the ability for EMS clinicians to assess the newborn for medical conditions, maintain warmth, and allow for bonding with mother. Traditional car seats do not allow for this to occur and are specifically excluded for use on ambulance stretchers, and are designed for safe transport in personal vehicles, not ambulances. Additionally, these car seats, as well as other pediatric restraint devices designed for EMS use require a dedicated stretcher during transport. This results in the postpartum maternal person needing to be in a separate ambulance or sitting on a bench or other suboptimal seating arrangement for a patient, especially after giving birth in the prehospital setting. Transport of newborn patients with support of maternal care, and bonding, is a component of EMS care, for both 911 and interfacility transports. Currently, Maine EMS rules mandate availability of safe transport devices during ambulance transport (Maine EMS Rules Chapter 17, December 13, 2023) and statewide EMS prehospital care protocols mandate usage (both current Prehospital Protocols as of December 1, 2021, and updated protocols effective January 30, 2024). This is in alignment with Maine Statute 29-A MRS §2081(2) & (3), which states “*all children weighing less than 80 pounds, less than 57 inches in height, and less than 8 years old to be properly restrained in a child safety seat when riding in a vehicle*”. Agencies have found a gap in availability of devices to transport patients less than 5 kilograms (e.g., newborn infants). The Maine EMS for Children, within the Bureau of Maine EMS, has reviewed all newborn field deliveries by EMS clinicians in Maine over the past 3 years. This review has shown a lack of devices that were available nationally for transport of this vulnerable population. Through work with the National Association of State EMS Officials (NASEMSO), and the NASEMSO Safe Transport of Children Committee, we have reviewed the guidance documents provided (included the *Pediatric Transport Products for Ground Ambulances* (link below) and the *Safe Transport of Children by EMS: Interim Guidance* at <https://nasemso.org/wp-content/uploads/Safe-Transport-of-Children-by-EMS-InterimGuidance-08Mar2017-FINAL.pdf>), and identified opportunities for safer transport and improved health for patients less than 5 kilograms through this review. This device meets the needs of Maine EMS standards through the requirements of:

1. EN 1789 compliance (US standards are still in development) (*recommended, not required*).
2. Must be listed in the NASEMSO “Pediatric Transport Products for Ground Ambulances v2.3” (<https://nasemso.org/wp-content/uploads/Pediatric-Transport-Products-for-Ground-Ambulances.pdf>)
3. Does not require an incubator.
4. Does not require inflation.
5. Designed for multiple uses and can be cleaned between uses.
6. Is not proprietary for use on a single EMS stretcher device or manufacturer.
7. Does not modify or eliminate existing stretcher strapping systems per manufacturer usage instructions.
8. Must allow for stable patients to be transported on mother’s chest for warmth, bonding, and nursing, which are evidence-based standards of newborn and maternal health.
9. Covers patient weight ranges through 5-10 pounds (2-5 kilograms) at a minimum.
10. Utilizes a 5-point harness.

**PART III: SUPPLEMENTAL INFORMATION**

11. Device must not exceed 5 pounds in weight and must fold or roll for storage in ambulance compartment/bench seat storage.

In a review of all available devices and the NASEMSO guidance, no other manufacturer is currently able to supply a device meeting these minimum specifications outside of Ferno.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

Ferno is an international company, which has been manufacturing EMS transport devices since 1955. They are well known in the EMS community for EMS patient wheeled stretchers, stretcher mounting systems, stairchairs, backboards, and a variety of other patient transport devices. A common device for children weighing over 10 pounds is found on many EMS ambulances and estimated to be found on approximately 85+% of all licensed ambulances in Maine. The familiarity for most EMS clinicians lends itself to ease of use during infrequent but high-risk newborn field deliveries. The company has been at the forefront of national standard development for newborn transport devices. Additionally, they provide educational resources for this device on both their stretchers, as well as use on competitors stretchers, focusing on best patient care practices.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

Ferno has provided a quote for 161 devices that is 25% discounted from list price (Ferno quote #20671 at \$615.60 per device). This price includes shipping to each agency with a Maine EMS supplied mailing list. This price exceeded discounts provided through Bound Tree Medical Supply, as well as other suppliers. Additionally, as Ferno is mailing these devices directly to each agency receiving a device through this opportunity, it eliminates the shipping and handling requirements by a state agency. Finally, Ferno has agreed to assist with the development of education that will be made available to Maine EMS licensed clinicians through our statewide EMS learning management system (MEMSEd), and will allow for free, 24/7 access with state continuing education credits for successful completion to each EMS clinician. The funding for this purchase is being provided from three sources:

1. \$15,000 from Maine CDC
2. \$75,000 from Maine Medical Association-CQI, who provides project management and fund distribution for Maine DHHS
3. \$9,111.60 from Maine EMS-C (federal grant expenditure approved by federal HRSA and the Maine EMS Board)

4. Describe the plan for future competition for the goods or services.


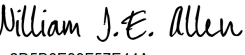
If money is made available for future purchases beyond this one-time purchase, we would evaluate any devices and suppliers beyond the current sole source provider, and as needed, issue an RFP.

**PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)**

Does this request utilize ARPA/MJRP funds?
<input type="checkbox"/> Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s).
<input type="checkbox"/> Yes, ARPA funds (025) – If Yes, please be aware of the requirements from awarding federal agencies.
<input checked="" type="checkbox"/> No – If No, proceed to Part V.

**PART V: APPROVALS**

The signatures below indicate approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):	 <a href="#">Michael Sauschuck (Feb 21, 2024 09:49 EST)</a>		
Typed Name:	Michael Sauschuck	Date:	Feb 21, 2024
Signature of DAFS Procurement Official:	DocuSigned by:  <a href="#">2D5B6E39F57E44A...</a>		
Typed Name:	William J.E. Allen	Date:	3/11/2024

NOI 0320240263 03/11/2024 - 02/17/20243






# 20240221 Neonatal Transport Device PJF

Final Audit Report

2024-02-21

Created:	2024-02-21
By:	Teresa Glick (Teresa.M.Glick@maine.gov)
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-  Document created by Teresa Glick (Teresa.M.Glick@maine.gov)  
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-  Document e-signed by Michael Sauschuck (michael.sauschuck@maine.gov)  
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