

"SOLE BRAND" PROCUREMENT JUSTIFICATION

Department name: DPHHS, Montana Mental Health Nursing Care Center, Lewistown, MT 59457

1. **"Brand name" of product:** Joerns EasyCare Healthcare Bed
2. **Description of "brand name" product:** Full Electric bed, 4 section sleep surface w/4 DC motors, bed expands from 35" to 42" mattress deck. Staff controls on the foot board of the bed and 42" mattresses for the expanded bed.
3. **Name of manufacturer of "brand name" product:** Joerns Healthcare
4. **The "brand name" provided is to identify the standard of quality necessary. Equivalents will be considered.** ___ Yes ___X___ No (If no, please complete Nos. 5 and 6.)
5. **If the answer to No. 4 is "no," please complete the following.**

Only the "brand name" item specified will be accepted:

___ Because patent rights, copyrights, secret processes, or control of certain materials or components provide superior use that cannot be obtained from similar products.

__X__ Because the product is unique and easily established as one-of-a kind.

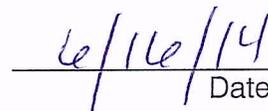
Please explain: Because of the nature of the residents at Montana Mental Health, we have spent years researching and using various beds at our facility. The Joerns EasyCare beds have solved many of the problems that we were having with other beds. The EasyCare bed lowers to 7 inches above the floor reducing injuries from falls. The bed allows us to remove the hand controls from the bed so that only the care givers can operate the bed with the foot board staff controls. The bed expands to 42 inches for the larger residents but can be narrowed to 36 inches when moving through the doors and halls. The bed also rolls in all positions. The use of this bed has reduced injuries to the staff and to the residents.

Beds that we have used include the Invacare expandable bed, Panacea, Gendron and HillRom beds. Have used various bariatric beds. The Invacare CS9/FX600 expandable bed has similar specifications but has not been as user friendly. It's hard to expand, has electrical issues with the staff & hand controls and have to call in a repair man from Great Falls to do the repairs. None of the other beds manufacturers have developed all of the features that come with the EasyCare Bed and are still usually more expensive. Because of the price we have not used NOA or Stryker beds.

6. **If the answer to No. 4 is "no," please indicate other reasons for restricting competition:** The Joerns EasyCare bed has proved to be our most durable bed and requires very little maintenance. By standardizing the beds at Montana Mental Health we can reduce the amount of repair parts that we must stock for repairs. The maintenance and nursing staff are familiar with the functions of this bed, making it easier to diagnose any problems with its operation.



Signature of Agency Procurement Official



Date

Signature of State Procurement Bureau Official

Date

Approved Disapproved—See attached memo for additional information.

(Use Additional Sheets as Necessary)

Legal Approval:

I have reviewed the rationale for the sole source procurement of the Joerns Easy Care beds for the Mental Health Center at Lewistown. Reviewing the reasons stated in the rationale for the proposed exclusive procurement of the hospital style beds, I note that the beds are a type of medical equipment. Medical equipment which directly serves patients is typically specialized and must be suitable for the particular needs of the patients to be served. In addition, medical equipment must exhibit an ease and efficiency in operation. The rationale attests to the substantive manner in which these beds have proven to be of the greatest benefit with respect to both the patients and the facility staff. Consequently, I find that the procurement of the Joerns Easy Care beds on an exclusive basis is appropriate.

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