



**San Francisco
Department of Public Health**

DHRPSC0005842 : Blood Products and Services

Department Project Manager: Sabrina Robinson, Chief Operating Officer

DPH Division – Section: SFHN – ZSFG Clinical Laboratories

Civil Service Commission

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PSC REQUEST OVERVIEW: BLOOD PRODUCTS AND SERVICES

- **Scope of Services:** The blood product supplier shall provide all products for transfusions, including but not limited to red cells, platelets, plasma, and cryoprecipitate. Additionally, the contractor offers blood diagnostics services, biotherapy services, and specialty labs that provide immunohematology, HLA (Human Leukocyte Antigen), and esoteric molecular testing, with deep expertise in coagulation nationwide, as well as cell selection, processing, and storage in accordance with applicable federal, state, city, and accreditation standards.
- **Need of Services:** The contractor at the Brisbane location is the only provider of blood products and specialty blood bank services located in sufficient geographical proximity to ZSFG to guarantee emergency blood product shipments within one hour. This is necessary to support ZSFG's role as the only Level 1 trauma center in the city and the busiest acute care hospital in San Francisco. The ZSFG also lacks the necessary infrastructure and resources to collect, process, and manufacture blood products directly from blood donors, as well as to perform specialized immunohematology and molecular testing.
- **Service Delivery Locations:** The blood products, specialized immunohematology, and molecular services are provided as needed to all patients who present to ZSFG and Laguna Honda, especially those in need of transfusions due to trauma, childbirth, critical care, surgeries, and infusion/ cancer care.
- **Service Delivery Timeline:** ZSFG needs to ensure the uninterrupted provision of blood products and Blood Bank services to ensure care continuity and prevent significant risk to patients, as the need for the products and services is usually immediate for clinical care. The funds from the initial contract will be depleted by March 1, 2026. Therefore, the term of the extended agreement needs to begin on March 1, 2026.
- **Clients to be Served:** The blood products, specialized immunohematology, and molecular services are provided as needed to all patients who present to ZSFG and Laguna Honda, especially those in need of transfusions due to trauma, childbirth, critical care, surgeries, and infusion/ cancer care

WHY THIS PSC SUPPORTS DPH'S MISSION

- **Background and Service History:** Blood products and specialty Blood Bank services were provided by Blood Center of Pacific (BCOP) until they were sold to the contractor in 2021. Since that time, the contractor has been the blood supplier for ZSFG and has continued to provide services as the Immunohematology Reference Laboratory. Insourcing the blood product collections has not been an option as it would require a new facility in accordance with federal, state, and accreditation agencies, additional staff recruitment, acquiring equipment specific to collecting blood, processing, and creating blood products, including but not limited to donor chairs, apheresis collection machines, large centrifuges, refrigerators, freezers, incubators, irradiators, red cell and platelet washing equipment. The reference laboratory services are utilized for patients who have developed thrombocytopenia due to antibodies directed against Human Leukocyte Antigen (HLA) or Platelet antigens, or both. Additionally, these services are also used for patients who require molecular testing or red cell allo antibody workups for those who have developed antibodies to extremely low-frequency antigens, high-incidence antigens, or complex antigens.
- **Why Contracting is the Right Tool for This Need:** Contracting shall ensure that, as the blood supplier to ZSFG, the contractor will be able to aid ZSFG in serving the residents of the city of San Francisco in need of life-saving transfusions during traumas, childbirths, surgeries, cancer care treatments, and other procedures that require blood transfusions. Contracting will ensure the uninterrupted provision of blood products and specialty Blood Bank services, guaranteeing continuity of care and preventing significant risks to patients, as the need for these products and services is typically immediate for clinical care. Contracting can also provide hedging against future price increases due to market uncertainties through negotiated product and service price agreements.
- **How This Supports DPH Programs:** The contractor at the Brisbane location is the only blood supplier and specialty Blood Bank service provider located in sufficient geographical proximity to ZSFG to guarantee emergency blood product shipments within one hour. This is necessary to support ZSFG's role as the only Level 1 trauma center in the city and the busiest acute care hospital in San Francisco. The contractor's capability in providing specialized immunohematology and molecular testing is vital, especially to the diverse population we serve, as such a population also presents with many variations and complexities in their antibodies or immune system reactions directed against a multitude of antigens (complex, high-incidence, or extremely low-incidence, or a combination of antigens).
- **PSC Amount:** The total funding needed for the life of the contract is \$28,249,000, with a requested PSC amount of \$564,000 for the service portion during the amendment period. The amount is in alignment with the negotiated prices for blood products and laboratory test services till September 30, 2031. The full amount is needed to prevent any disruptions in services that can significantly impact clinical care. The lack of funding or delay in payment gives the contractor the right to suspend supplying blood products to ZSFG and Laguna Honda.
- **PSC Duration:** 67 months. The contract term will be extended from March 1, 2026, to September 30, 2031, making the full term of the contract from October 1, 2021, to September 30, 2031. It is to the institution's advantage to have, at a minimum, an extended 5-year contract term to lock in the negotiated price, due to the uncertainties in markets and trade deals that are impacting many businesses, forcing them to raise their cost.



THANK YOU

