



Contra
Costa
County

To: Board of Supervisors
From: Anna Roth, Health Services Director
Date: October 11, 2022

Subject: Purchase Order with Tiernan-Leino Dental Laboratory

RECOMMENDATION(S):

APPROVE and AUTHORIZE the Purchasing Agent or designee to execute, on behalf of the Health Services Director, a blanket purchase order with Tiernan-Leino Dental Laboratory in an amount not to exceed \$360,000 to purchase dental supplies and prosthetics for the Contra Costa County Dental Clinics for the period from September 1, 2022 through August 31, 2025.

FISCAL IMPACT:

Approval of this action will result in expenditures of up to \$360,000 over the three-year period between September 1, 2022 through August 31, 2025 and will be funded 100% by Hospital Enterprise Fund I revenues.

BACKGROUND:

Tiernan-Leino Dental Lab manufactures and customizes a variety of dental prosthetics such as crowns and dentures for the County. Tiernan-Leino Dental Lab has customized high-performance dental prosthetics and have a proven track record for quality and innovation for over 70 years. The Contra Costa County Dental Clinics have used Tiernan-Leino Dental Lab for an upwards of 30 plus years, and in that time, they have aided

☒ APPROVE

☐ OTHER

☒ RECOMMENDATION OF CNTY ADMINISTRATOR

☐ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **10/11/2022** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

AYE: John Gioia, District I Supervisor
Candace Andersen, District II Supervisor
Diane Burgis, District III Supervisor
Karen Mitchoff, District IV Supervisor
Federal D. Glover, District V Supervisor

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: October 11, 2022

Monica Nino, County Administrator and Clerk of the Board of Supervisors

By: Laura Cassell, Deputy

Contact: Ronny Leffel,
925-550-2299

cc:

us with high quality dental prosthetics for our dental patients. Tiernan-Leino Dental Lab provides confidence in their products by providing our dentists the dental prosthetics they need to attain high-quality results, and thus providing excellent patient care.

On September 11, 2018, the Board of Supervisors approved agenda item C.101 to execute a purchase order with Tiernan Leino Dental Lab in the amount of \$240,000 for the period of September 1, 2018 through August 31, 2019 to purchase dental supplies and prosthetics. On June 11, 2019, the Board of Supervisors approved agenda item C.133 to execute an amendment to purchase order #13417 with Tiernan Leino Dental Lab to extend the term from August 31, 2019 through August 31, 2020 with no change in the original payment limit of \$240,000 to purchase of dental supplies and prosthetics.

The department utilized another vendor for a few years; however, due to the difficulty of a consistent pick-up and delivery system it was been proven to be ineffective. The department also utilizes California Dental Arts for the more complex cases. The department wishes to continue working with Tiernan-Leino Dental Lab since it has been able to provide quality and esthetic dental prostheses. Due to recent changes in

BACKGROUND: (CONT'D)

requesting a renewal of an existing purchase order through Contra Costa Regional Medical Center's Materials Management, there was a delay in submitting the necessary documents to request a purchase order renewal.

Approval of the requested blanket purchase order will allow this vendor to continue providing a variety of custom dental prosthetics and supplies at Contra Costa County Dental Clinics through August 31, 2025.

CONSEQUENCE OF NEGATIVE ACTION:

If this action is not approved, the Contra Costa County Dental Clinics will not have the ability to provide good quality dental prosthetics to our patients. This will have a significant negative impact on patient care, putting a significant halt on the delivery of dental prosthetics to many edentulous and partially edentulous patients. As a result, appointments will have to be canceled and dentists will experience many dissatisfied, frustrated patients with the inability to chew or eat properly or smile without feeling self-conscious. Furthermore, the dental clinics would not be able to provide dental prosthetics for these edentulous and partially edentulous dental patients and would need to stop scheduling appointments for these patients.