



**San Francisco Office of the City Administrator  
City Administrator Carmen Chu**

# **Blood and Blood Products Contract with Vitalant for DPH (TC 60403)**

*File 260075*

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Office of Contract Administration

Board of Supervisors' Budget and Finance Committee  
February 11, 2026

# Request Summary

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- Approval to amend the existing contract with **Vitalant** for blood and blood products by:
  - Increasing the Not-to-Exceed amount from \$9,990,000 to \$28,249,000 (an increase of \$18,259,000); and,
  - Extending the term by five years to September 30, 2031.

# Background: Blood Products

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- This contract provides blood and blood products to allow Zuckerberg San Francisco General Hospital to provide continuous and lifesaving care to patients.
- Blood is separated into components to treat specific conditions:
  - Red blood cells treat anemia and blood loss;
  - Platelets help patients with clotting disorders or those undergoing chemotherapy;
  - Plasma contains clotting factors for patients with liver disease, burns, or trauma.

# Background: Level 1 Trauma Center

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- ZSFGH is the City's only Level 1 trauma center and the busiest acute care hospital.
- As a Level 1 trauma center, it's critical to have blood products readily available to meet unexpected and urgent needs.
- Blood products have a limited shelf life; geographic proximity is critical to guarantee blood products shipments within one hour.

# Contract Summary

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- OCA entered into contract with **Vitalant** in October 2021. A first amendment was executed in October 2024 to extend the contract through September 2026.
- The average monthly spend over the last 4+ years has been \$214,376.
- Based on average monthly encumbrances and the remaining months on the contract, an increase in contract spend is anticipated.
- The proposed amendment is based on actual and projected expenditures, plus an additional 15% contingency.

# Conclusion

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- Blood and blood products purchased through Contract 1000021126 with Vitalant are critical to DPH's operations and its ability to operate the Level 1 trauma center at ZSFGH.
- The proposed contract amendment for the provision of blood products from Vitalant would ensure continuity of critical supplies to ZSFGH.
- OCA respectfully requests that the Board approve this second contract amendment to ensure access to these supplies.

**Thank You**

# Reference Materials

# Contract Expenditures

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Table 1: Fiscal Year Expenditure for Contract 1000021126

FY 22 (9 months)	FY 23	FY24	FY25	FY26 YTD (4.5 months)	TOTAL SPEND
\$1.69M	\$1.79M	\$2.32M	\$2.07M	<b>\$1.46M</b>	<b>\$9.33M</b>

# NTE Calculations

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- Projected Average Monthly Expenditures
  - Year 5: \$214,376
  - Year 6: \$219,735
  - Year 7: \$225,228
  - Year 8: \$230,859
  - Year 9: \$240,093
  - Year 10: \$249,697

# Price Negotiation

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- Negotiated tiered price increase structure:
  - 2.5% on average per year for Years 1 through 3
  - 4% on average per year for Year 4 and 5
- Estimated Savings:
  - \$1,037,000