



UNIVERSITY
MEDICAL CENTER
OF EL PASO

Rural Health Mobile Medical Vehicle

Care Delivery Program



Vendor research/update



COVID has limited the availability of vehicles (demand, auto maker shutdowns)



24 qualified companies were contacted



6 provided some availability in a 3-4-month time frame (8 options when we extend to Mar/Apr)



\$70,000 estimated customization

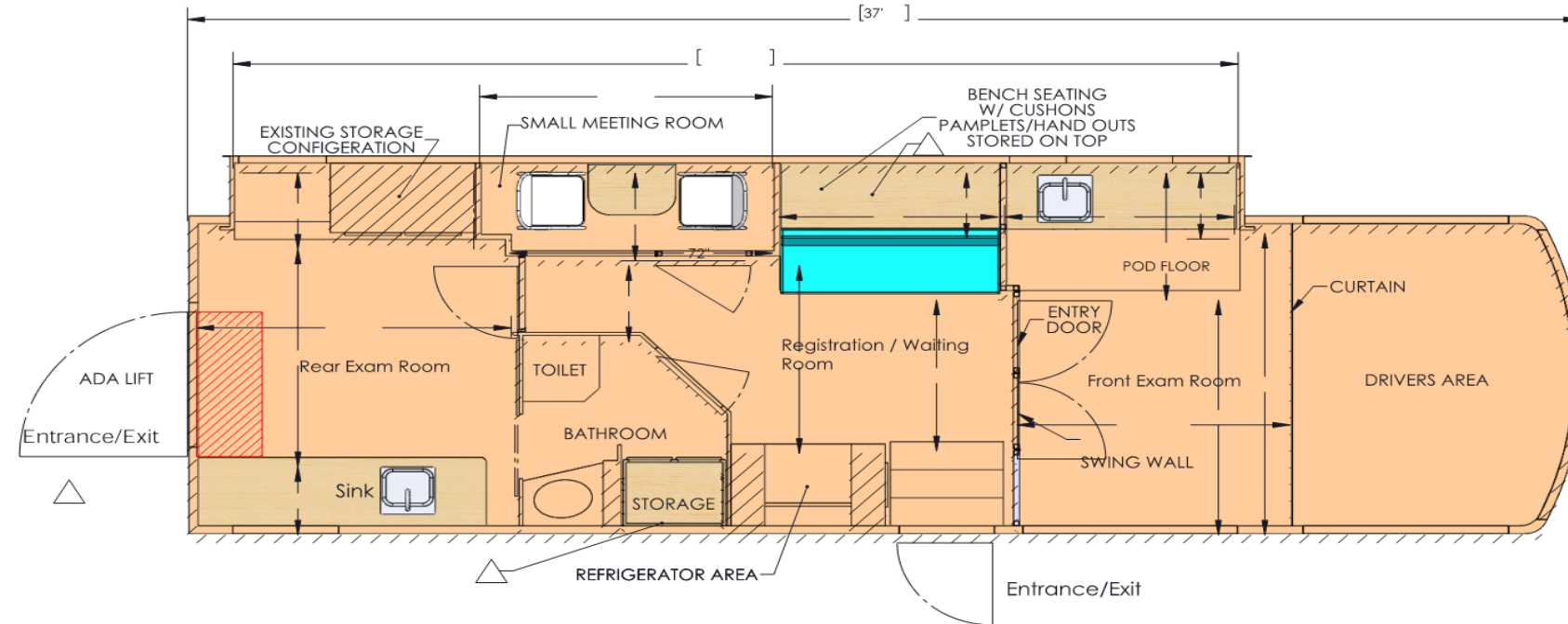


Vendor references required



Deposit needed immediately

Spevco-37ft RV style – Mar. 1 delivery



\$295-345K + options
50% down
NEW-2020/2021

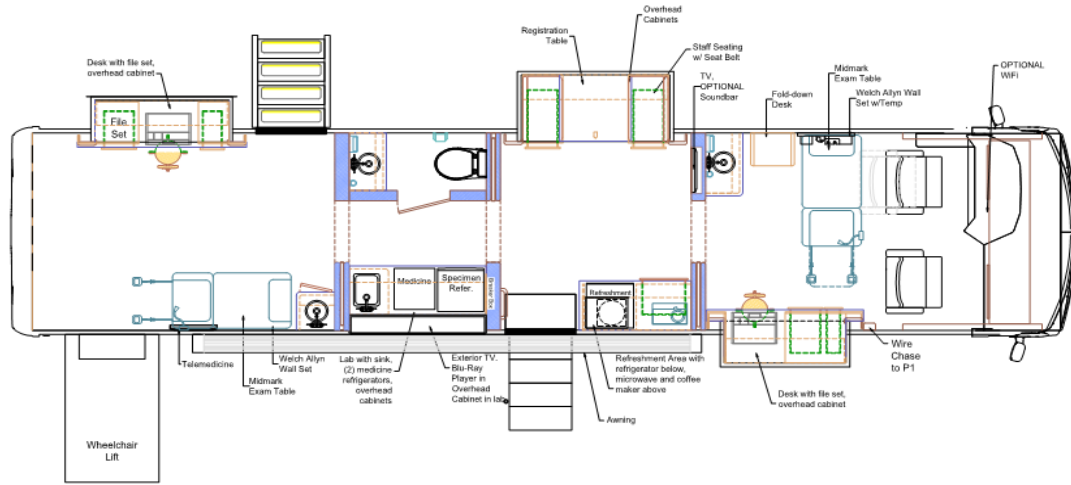
Spevco-37ft RV style – Mar. 1 delivery

- CDL not required
- 2 exam rooms
- 2 entrances
- Interior WC lift @ back of coach
- Water storage: 48 gal fresh/40 gal gray/35 gal black
- Generator-20kW can add second
- 1 large slide out
- WIFI/Satellite
- Restroom
- Sinks/hot/cold water
- AV/IT/TV, DVD w/ Outside Antenna
- Security cameras
- Refrigerator/Freezer (meds & vaccines)
- 3 zone mini split AC + heat
- Hospital grade materials
- Custom graphics/outside Lighting/Auto awning
- Exam lights
- Outdoor electrical plugs
- Wall mounted instruments
- Medical Equipment packages to support primary care exams/ wellness/testing/ vaccines/education
- Microwave/sink/refrigerator
- Leveling
- 3-year warranty
- Payment Terms: 50% down-25% on vendor receipt of vehicle-25% on delivery to UMC

Mobile Specialty Vehicles-40ft 3/21-5/21 delivery



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\$504,000 +70,000 med equip

NEW 2020/2021

40% down

Exam Room with Telemedicine



Mobile Specialty Vehicles-40ft 3/21-5/21 delivery

- CDL Required-27,500lbs
- 2 exam rooms
- 3 entrances
- Undermount WC lift
- 3 small slide out
- Water storage: 50 gal fresh/50 gal waste
- 2 Generators
- WIFI/Satellite options
- Restroom
- Sinks/hot/cold water
- AV/IT/TV, DVD w/ Outside Antenna
- Security cameras
- Refrigerator/Freezer (meds & vaccines)
- 4 ACs + heat & HEPA filtration + UV lights rated to 110 deg.
- Heated floor option
- Hospital grade materials
- Custom graphics/outside Lighting/Auto awning
- Exam lights
- Purge exhaust fans
- Outdoor electrical plugs
- Wall mounted instruments
- Medical Equipment packages to support primary care exams/wellness/testing/vaccines/education
- Microwave/sink/refrigerator
- Hydraulic steps
- Leveling
- Cab seats rotate for extra waiting
- Local warranty support
- 1 year general/ 5 years frame & engine/ 3 years chassis & drivetrain/ 2 years transmission warranty info
- Payment Terms: 40% down-40% on vendor receipt of vehicle-20% on delivery to UMC

Mobile Specialty vs Spevco differentiators

Mobile Specialty Vehicles 40ft Advantages:

- 4 ACs + heat & HEPA filtration + UV lights rated to 110 deg.
- Undermount WC lift
- Telemedicine specialty packages
- Heated floor option
- Purge exhaust fans
- Hydraulic steps
- 3 entrances
- 40ft length
- Negative pressure room option

Spevco 37ft Advantages:

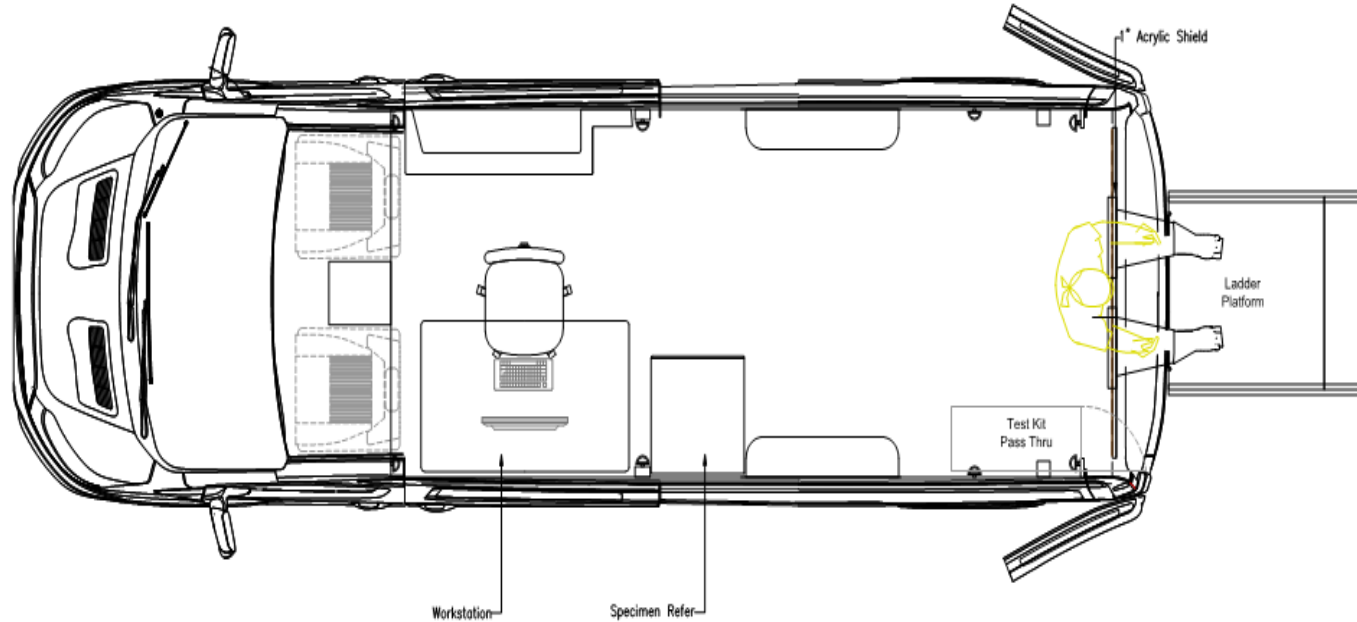
- Larger generator
- 3 year full warranty
- No CDL required
- 1 large slide out
- Cost
- Delivery time 1.5-2 months shorter

Mobile Specialty Vehicles – Combination purchase of 2 units for earlier delivery to support COVID testing

- 24 ft van unit
- 32 ft cab chassis unit
- **12/10 delivery-Testing Van only**
- **12/31-1/15 delivery-exam room option van**
- **2/5 delivery – 32ft unit**

Mobile Specialty Vehicles-COVID Van -12/10 delivery

Interior Floorplan View

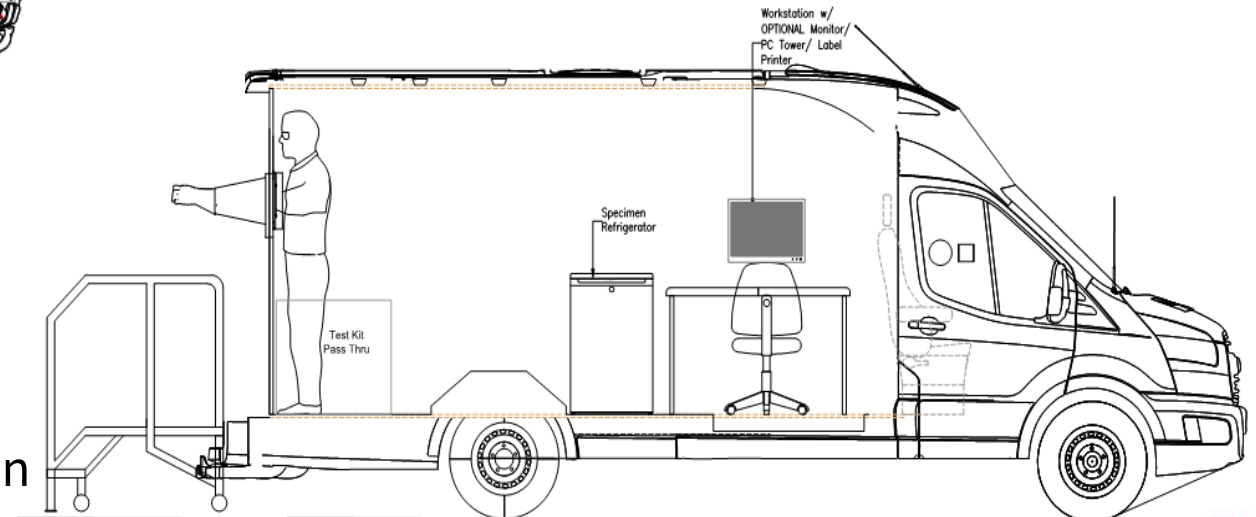


Testing van \$168,000 +
options
NEW 2021
70% down
12/10 for testing van

Exam van \$180,000 +
options
NEW 2021
70% down
12/31-1/15 for exam van



Roadside Elevation

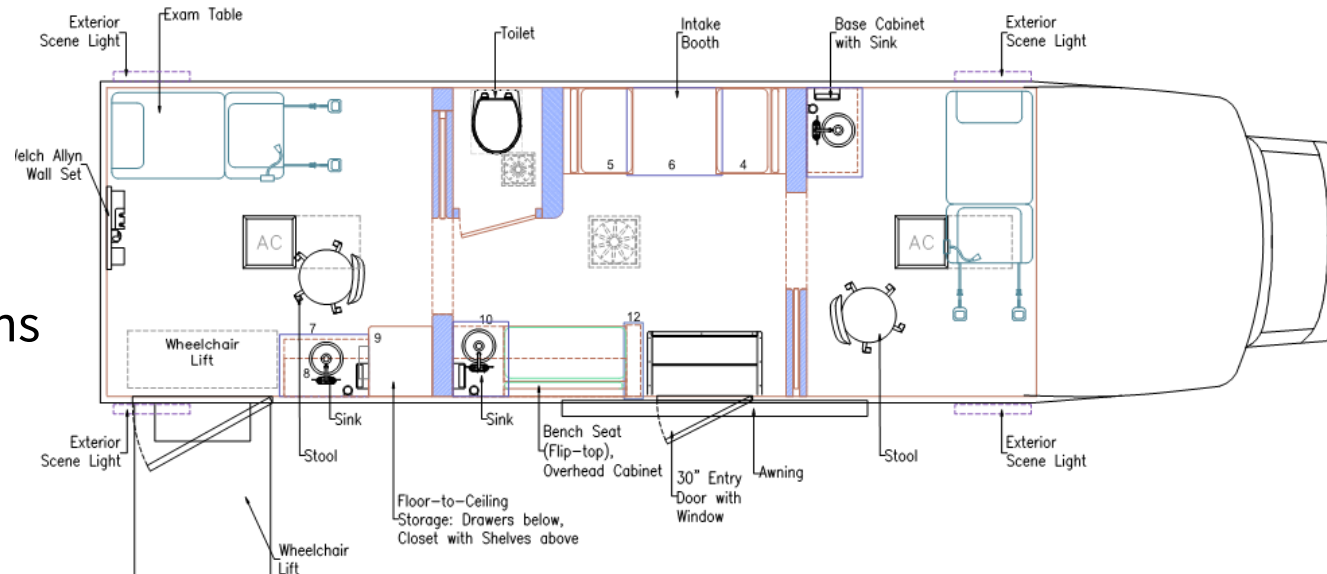
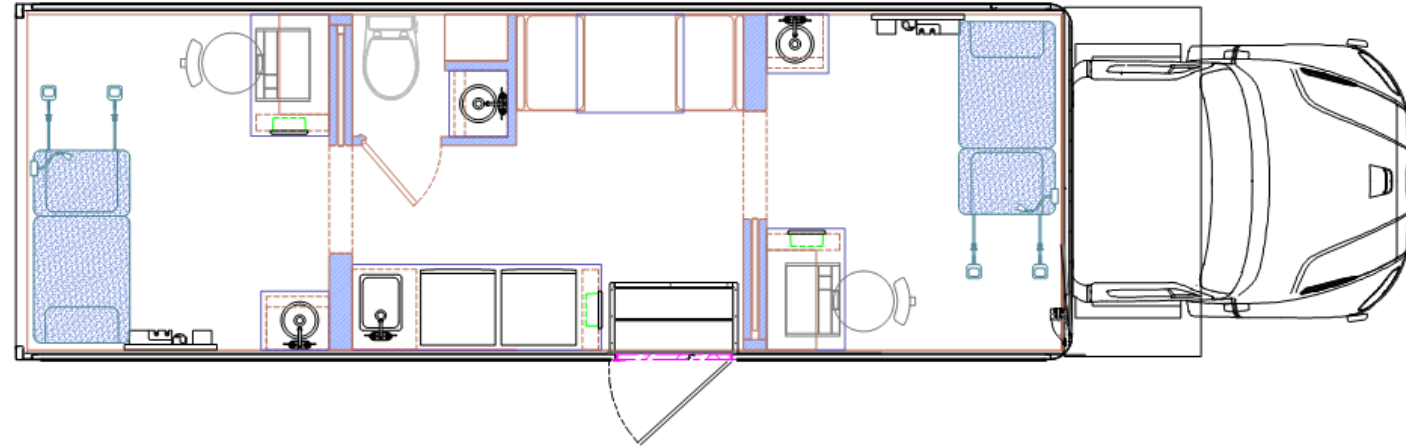


Mobile Specialty Vehicles-24ft

- 24 ft van unit
- 0-1 exam rooms
- 2 entrances
- Water storage
- Generators
- WIFI/Satellite options
- Sink option
- Refrigerator option
- Custom graphics/outside Lighting/Auto awning
- Local warranty support
- Wall mounted instruments
- 1 year general/ 5 years frame & engine/ 3 years chassis & drivetrain/ 2 years transmission warranty info
- Payment Terms: 70% down-30% on delivery to UMC
- **12/10 delivery-Testing Van only**
- **12/31-1/15 delivery-exam room option van**

Mobile Specialty Vehicles-32ft

2/5 delivery



\$280,000 + options
NEW 2020/2021
50% down



Mobile Specialty Vehicles-32ft 3/21-5/21 delivery

- No CDL required
- 2 exam rooms
- 2 entrances
- Internal WC lift
- No slide out
- Water storage
- 2 Generators
- WIFI/Satellite options
- Restroom
- Sinks/hot/cold water
- AV/IT/TV, DVD w/ Outside Antenna
- Security cameras
- Refrigerator/Freezer (meds & vaccines)
- 3 ACs + heat & HEPA filtration + UV lights rated to 110 deg.
- Heated floor option
- Hospital grade materials
- Custom graphics/outside Lighting/Auto awning
- Exam lights
- Purge exhaust fans
- Outdoor electrical plugs
- Wall mounted instruments
- Medical Equipment packages to support primary care exams/wellness/testing/vaccines/education
- Microwave/sink/refrigerator
- Hydraulic steps
- Leveling
- Local warranty support
- 1 year general/ 5 years frame & engine/ 3 years chassis & drivetrain/ 2 years transmission warranty info
- Payment Terms: 50% down-30% on vendor receipt of vehicle-20% on delivery to UMC

Schedule

- Program development: Sept: 8th-11th
- Interior equipment selection: Sept 10-11th
- Interiors furniture selection: Sept 10-11th
- Supplies, FFE storage determined: Sept 10-14th
- Space Plan development to determine size of the vehicle: Sept 11-16th
- **Presentation of available vehicles: Sept 16th**
- Review options & final vendor selection: Sept 16-18th
- **Presentation of shortlist option vehicles: Sept. 18th**
- Prepare for deposit/payment options: Sept 18-21st
- RFQ/P process waiver by Sept 21
- **UMC Purchasing provides Vehicle Vendor a PO: Sept 21**
- Vehicle space plan approval: 4-6 weeks from deposit
- Vehicle Vendor and UMC orders medical equipment and other equipment: Oct 25th
- UMC finalizes operational processes: Oct-Dec
- Vehicle Vendor manufacturing plant tour by UMC and JLL to review design status: Nov 11-12th
- UMC orders other supplies and FFE: Dec 4th
- Delivery date and final punch list by JLL and UMC: Date TBD
- UMC stocks the vehicle – per UMC schedule
- Training – per UMC schedule

Thank you!

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