



Legislation Details (With Text)

**File #:** 19-1474      **Version:** 1      **Name:**

**Type:** CONSENT AGENDA      **Status:** Approved

**File created:** 9/20/2019      **In control:** Office of Procurement Services

**On agenda:** 10/23/2019      **Final action:**

**Title:** Authorize a two-year master agreement for emergency and non-emergency medical supplies for citywide use - Life-Assist, Inc. in an estimated amount of \$331,036.47, Medline Industries, Inc. in an estimated amount of \$93,827.82, Bound Tree Medical, LLC in an estimated amount of \$1,047,510.00, and Henry Schein, Inc. in an estimated amount of \$257,154.57, lowest responsible bidders of thirteen - Total estimated amount of \$1,729,528.86 - Financing: General Fund

**Sponsors:**

**Indexes:** 100

**Code sections:**

**Attachments:** 1. Resolution

Date	Ver.	Action By	Action	Result
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**STRATEGIC PRIORITY:** Government Performance and Financial Management

**AGENDA DATE:** October 23, 2019

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Office of Procurement Services

**EXECUTIVE:** Elizabeth Reich

**SUBJECT**

Authorize a two-year master agreement for emergency and non-emergency medical supplies for citywide use - Life-Assist, Inc. in an estimated amount of \$331,036.47, Medline Industries, Inc. in an estimated amount of \$93,827.82, Bound Tree Medical, LLC in an estimated amount of \$1,047,510.00, and Henry Schein, Inc. in an estimated amount of \$257,154.57, lowest responsible bidders of thirteen - Total estimated amount of \$1,729,528.86 - Financing: General Fund

**BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This master agreement provides emergency and non-emergency medical supplies citywide. The

Dallas Fire-Rescue Department (DFR) stores emergency and non-emergency medical supplies at the emergency medical supplies warehouse. The supplies are distributed to 57 stations throughout the City for use on 42 front line rescues (ambulances), 57 engines, and 22 front line ladder trucks. Each vehicle stores a determined amount of each item used to provide medical care during the emergency response call. In FY 2018, DFR responded to over 205,000 emergency medical calls. This master agreement will also provide emergency and non-emergency medical supplies on an as needed basis for all City departments for purposes such as replenishing first aid kits.

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors. Additionally, in an effort to secure more competition, the Office of Business Diversity sent notifications to chambers of commerce and advocacy groups to ensure maximum vendor outreach.

**PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

The Public Safety and Criminal Justice Committee was briefed by memorandum regarding this item for consideration on January 4, 2019.

On January 9, 2019, City Council authorized a three-year master agreement for the purchase of emergency and non-emergency medical supplies for citywide use with Nashville Medical and EMS Products, Inc., Life-Assist, Inc., Concordance Healthcare Solutions, LLC, Medline Industries, Inc., and Bound Tree Medical, LLC by Resolution No. 19-0098.

**FISCAL INFORMATION**

General Fund - \$1,729,528.86 (Estimated amount)

Fund	FY 2019-20	FY 2020-21
General Fund	\$864,764.43	\$864,764.43
Total	\$864,764.43	\$864,764.43

**M/WBE INFORMATION**

In accordance with the City's Business Inclusion and Development Plan adopted on October 22, 2008, by Resolution No. 08-2826, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$1,729,528.86	Goods	18.00%	0.00%	\$0.00
• This contract does not meet the M/WBE goal, but complies with good faith efforts.				

**PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Low Bid	<ul style="list-style-type: none"> <li>• Recommended vendor is based on the lowest competitive quoted price, who is also technically and financially capable of performing and completing the contract, and otherwise meets all material specification requirements</li> <li>• Negotiations are not allowed</li> </ul>
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The Office of Procurement Services received the following bids from solicitation number BL1830. We opened them on November 16, 2018. We recommend the City Council award this master agreement to the lowest responsive and responsible bidders by group. Information related to this solicitation is available upon request.

\*Denotes successful bidders

<u>Bidders</u>	<u>Address</u>	<u>Amount</u>
*Life-Assist, Inc.	11277 Sunrise Park Dr. Rancho Cordova, CA 95742	Multiple Groups
*Medline Industries, Inc.	Three Lakes Dr. Northfield, IL 60093	Multiple Groups
*Bound Tree Medical, LLC	5000 Tuttle Crossing Blvd. Dublin, OH 43016	Multiple Groups
*Henry Schein, Inc.	140 Crouch Commercial Ct. Irmo, SC 29063	Multiple Groups
Concordance Healthcare Solutions, LLC	85 Shaffer Park Dr. Tiffin, OH 44883	Multiple Groups
Taylor Distribution Group, LLC	15950 North Dallas Pkwy. Suite #400 Dallas, TX 75248	Multiple Groups
Teleflex Medical Incorporated	500 East Swedesford Rd. Suite #400 Wayne, PA 19087	Non-responsive
Arrow International, Inc.	500 East Swedesford Rd. Suite #400 Wayne, PA 19087	Non-responsive
Butler Animal Health Supply, LLC	400 Metro Place North Dublin, OH 43017-3340	Non-responsive
Ever Ready First Aid & Medical Supply	300 Liberty Ave. Brooklyn, NY 11207	Non-responsive

Quadmed	11210-1 Phillips Industrial Blvd. Jacksonville, FL 32256	Non-responsive
Medco Supply Company	25 NorthPointe Pkwy. Suite #25 Amherst, NY 14228	Non-responsive
Nashville Medical and EMS Products, Inc.	701 Central Ave. West Springfield, TN 37172	Terminated***

\*\*\*Nashville Medical and EMS Products, Inc. contract has been terminated and we are now awarding to the next lowest bidders by group.

## **OWNERS**

### **Life-Assist, Inc.**

Ramona Davis, President  
Cherie Prior, Vice President  
Judy Davis, Secretary  
Linda Bergaus, Treasurer

### **Medline Industries, Inc.**

Andrew Mills, President  
James D. Abrams, Vice President  
Alex Liberman, Secretary  
Mark Drazin, Treasurer

### **Bound Tree Medical, LLC**

Jeffery M. Prestel, President  
Brian LaDuke, Vice President  
Mark J. Dougherty, Secretary

### **Henry Schein, Inc.**

Stanley Bergman, President  
Gerald Benjamin, Vice President  
Michael Ettinger, Secretary  
Steven Paladino, Treasurer