



Legislation Details (With Text)

**File #:** 23-1587      **Version:** 1      **Name:**  
**Type:** CONSENT AGENDA      **Status:** Approved  
**File created:** 6/1/2023      **In control:** Office of Procurement Services  
**On agenda:** 6/28/2023      **Final action:**

**Title:** Authorize (1) a three-year master agreement for the purchase of emergency and non-emergency medical supplies for the Fire-Rescue Department with Medline Industries, Inc. in the estimated amount of \$1,000,000 and Henry Schein, Inc. in the estimated amount of \$750,000 through the Omnia Partner cooperative agreement; and (2) a three-year master agreement for the purchase of emergency and non-emergency medical supplies for the Fire-Rescue Department with Bound Tree Medical, LLC in the estimated amount of \$9,500,000 and Life-Assist, Inc. in the estimated amount of \$5,250,000 through the Local Government Purchasing Cooperative (BuyBoard) agreement - Total estimated amount of \$16,500,000 - 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 & Financial Management  
**AGENDA DATE:** June 28, 2023  
**COUNCIL DISTRICT(S):** All  
**DEPARTMENT:** Office of Procurement Services  
**EXECUTIVE:** Jack Ireland

**SUBJECT**

Authorize (1) a three-year master agreement for the purchase of emergency and non-emergency medical supplies for the Fire-Rescue Department with Medline Industries, Inc. in the estimated amount of \$1,000,000 and Henry Schein, Inc. in the estimated amount of \$750,000 through the Omnia Partner cooperative agreement; and (2) a three-year master agreement for the purchase of emergency and non-emergency medical supplies for the Fire-Rescue Department with Bound Tree Medical, LLC in the estimated amount of \$9,500,000 and Life-Assist, Inc. in the estimated amount of \$5,250,000 through the Local Government Purchasing Cooperative (BuyBoard) agreement - Total estimated amount of \$16,500,000 - 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 will allow for the purchase of emergency and non-emergency medical supplies for the Fire-Rescue Department. Currently, the Fire-Rescue Department supplies 59 stations throughout the City for use on 46 front line rescues (ambulances), 57 engines, and 24 front line ladder trucks. Each vehicle stores a pre-determined amount of supplies needed to provide medical care during an emergency response call. This master agreement will also provide emergency and non-emergency medical supplies on an as needed basis for purposes such as replenishing first aid kits.

The Omnia Partners and the Local Government Purchasing Cooperative (BuyBoard) agreements are authorized by Chapter 791 of the Texas Government Code and Subchapter F, Chapter 271, Texas Local Government Code. Section 271.102 of the Texas Local Government Code which authorizes a local government to participate in a Cooperative Purchasing Program with another local government or a local cooperative organization.

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

On January 9, 2019, the 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.

On October 23, 2019, the City Council authorized a two-year master agreement for emergency and non-emergency medical supplies for citywide use with Life-Assist, Inc., Medline Industries, Inc., Bound Tree Medical, LLC, and Henry Schein, Inc. by Resolution No. 19-1673.

On February 23, 2022, the City Council authorized a one-year master agreement for the purchase of emergency and non-emergency medical supplies for the Fire-Rescue Department with Medline Industries, Inc. and Henry Schein, Inc. through Omnia Partners cooperative agreement; and a one-year master agreement for the purchase of emergency and non-emergency medical supplies for the Fire-Rescue Department with Bound Tree Medical, LLC and Life-Assist, Inc. through the Local Government Purchasing Cooperative (BuyBoard) agreement by Resolution No. 22-0402.

**FISCAL INFORMATION**

Fund	FY 2023	FY 2024	Future Years
General Fund	\$2,750,000.00	\$6,875,000.00	\$6,875,000.00

**M/WBE INFORMATION**

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal
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\$16,500,000.00	Other Services	N/A
<b>M/WBE Subcontracting %</b>	<b>M/WBE Overall %</b>	<b>M/WBE Overall Participation \$</b>
N/A	N/A	N/A
<ul style="list-style-type: none"> <li>• The Business Inclusion and Development Policy does not apply to Cooperative Purchasing Agreements.</li> </ul>		
<ul style="list-style-type: none"> <li>• Medline Industries, Inc. - Non-local; Workforce - 0.00% Local • Henry Schein, Inc. - Non-local; Workforce - 0.00% Local • Bound Tree Medical, LLC - Non-local; Workforce - 1.77% Local • Life-Assist, Inc. - Non-local; Workforce - 0.90% Local</li> </ul>		

**PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Cooperative Purchasing Agreement	<ul style="list-style-type: none"> <li>• Cooperative purchasing agreements enable the City to associate with State agencies, other local governments, or local cooperative organizations comprised of other state and local governments, to leverage market buying power and enable the City to purchase goods or services at lower prices</li> <li>• The cooperative purchasing agreement is an alternative method of meeting the requirements for competitive bidding or competitive sealed proposals, not an exception from that requirement</li> </ul>
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**OWNERS**

**Medline Industries, Inc.**

Three Lakes Drive  
Northfield, IL 60093

Charles N. Mills, Chief Executive Officer  
Andrew Mills, President  
James D. Abrams, Vice President

**Henry Schein, Inc.**

140 Crouch Commercial Court  
Irmo, SC 29063

Stanley M. Bergman, Chief Executive Officer  
Leigh Benowitz, Senior Vice President  
James P. Breslawski, President

**Bound Tree Medical, LLC**

5000 Tuttle Crossing Boulevard  
Dublin, OH 43016

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

**Life-Assist, Inc.**

11277 Sunrise Park Drive  
Rancho Cordova, CA 95742

Bryan Holliday, Chief Executive Officer  
Andy Selby, Vice President