



Legislation Text

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

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">• 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• Negotiations are not allowed |
|---------|---|

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