SUBJECT: Medical Unit Supplies for Fire Rescue

BID #: SC-0405-15 **OPEN DATE: 04/01/2015**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
Supply Contract - One (1) Year from Date of Award with Two (2) One (1) Year Renewal Options

AGENCY: FIRE/RESCUE

BASIS OF AWARD: BY GROUP TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 9 **NUMBER OF BIDS RECEIVED:** 8 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to ratify award from April 30, 2017 through date of award.

Recommend approval to accept price increase on Group 2, items 1-8, 14 and 34 with Bound Tree Medical, LLC. Total increase is still less the 2nd and 3rd next lowest vendor. Recommend approval to not renew Group 4 with Midwest Medical due to price increase.

Recommend approval of award to utilize the final of two (2) renewal options, by group to the vendors listed below. Period of service from date of award through April 29, 2018 for a total estimated annual expenditure not to exceed $204,480.84. Total award not to exceed $614,254.42.

Bound Tree Medical, LLC- Group 2 & 7	Total **$42,208.30**
Southeastern Emergency Equipment Co. – Group 1 & 3	Total **$26,741.50**
Henry Schein, Inc. – Group 5	Total **$10,184.70**
Quadmed, Inc. – Group 6 & 8	Total **$125,346.34**

Funding for this award to be encumbered by account FRRS011-05216 to be executed by purchase order.

Attachments: Recommendation Memo; Vendor Memos; Previous Awards

Analyst: STEVEN BURAKOWSKI **RESPECTFULLY SUBMITTED:** GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: DAVID S. CASTLEMAN, CHIEF FIRE/RESCUE

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

OFFICE OF THE CHIEF OF RESCUE

April 25, 2017

TO: Steven Burakowski, Buyer

FROM: David S. Castleman, Chief of Rescue

RE: **BID SC-0405-15 MEDICAL UNIT SUPPLIES FOR FIRE RESCUE**

We are electing to take the second and final year renewal option for the contract period of April 30, 2017 through April 29, 2018 on Bid SC-0405-15 Medical Unit Supplies for Fire Rescue Groups 1 through 8. The agreement letters from the vendors to honor pricing for the contract period are attached. Vendors were approached for cost decreases; no vendor at this time was able to decrease their contract pricing.

Group 1—Southeastern Emergency Equipment has agreed to renew this group with no price increase. All original terms and conditions apply.

Group Total: $4,341.50

Group 2—Bound Tree Medical has agreed to renew this group but has asked for increases on Items 1, 2, 3, 4, 5, 6, 7, 8, 14 and 34. After reviewing the requested increases, the new group total is more than the second lowest vendor, Southeastern Emergency Equipment. After contacting Southeastern Emergency Equipment, we were notified they would need significant increases as well and would not be able to renew this group. The third lowest vendor, Ever Ready Medical has a group total of $38,436.00. Bound Tree Medical's adjusted group total would be less than the third lowest vendor. Recommend approving the increases requested by Bound Tree Medical. Please see new group total. All other original terms and conditions apply.

Group Total: $35,325.30

Group 3—Southeastern Emergency Equipment has agreed to renew this group with no price increase. All original terms and conditions apply.

Group Total: $22,400.00

CITY OF JACKSONVILLE

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.630.7055 | Fax: 904.630.4660 | davids@coj.net

Group 4—Midwest Medical Supply Co. LLC, has agreed to renew this group, but has requested increases on Items 1 through 6, but has offered a decrease on Item 7. After reviewing the increases, we have decided not to renew this group.

Group Total: Remove

Group 5—Henry Schein Inc. has agreed to renew this group with no price increase. All original terms and conditions apply.

Group Total: $10,184.70

Group 6—Quadmed Inc. has agreed to renew this group with no price increase. All original terms and conditions apply.

Group Total: $79,679.14

Group 7—Bound Tree Medical has agreed to renew this group with no price increase. All other original terms and conditions apply.

Group Total: $6,883.00

Group 8—Quadmed Inc. has agreed to renew this group with no price increase. All original terms and conditions apply.

Group Total: $45,667.20

Total Award: $204,480.84

Funding Code: FRRS011-05216

If you have any questions, please let me know.

DSC/SCM/tjh/af

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.630.7055 | Fax: 904.630.4660 | davids@coj.net

Southeastern
EMERGENCY EQUIPMENT

Jacksonville Fire/Rescue Department
Tamara J. Hertlein
Inventory Control Specialist

January 18, 2017

Hello Tami,

Southeastern Emergency Equipment would like to renew Bid SC-0405-15 Medical Unit Supplies for Fire Rescue Groups 1 and 3 for the period of April 30, 2017 through April 29, 2018. All terms and conditions will remain the same. At this time, Southeastern Emergency Equipment has reviewed pricing and no lower pricing can be offered.

Thank you for the opportunity, we appreciate your business.

Kind Regards,

Verlie Altmann

[illegible] Rescue Groups 1 and 3 for the period of April 30, 2017 [illegible]

Verlie Altmann
Director of Bids and Contracts
Southeastern Emergency Equipment
800-334-6656

[illegible]

PHONE 800-334-6656
FAX 888-556-1048
PO Box 1097
Youngsville, NC 27596
www.SEEquip.com

BoundTree medical

Making Precious Minutes Count...™

April 3, 2017

Attn: Tamara J. Hertlein
Jacksonville Fire/Rescue Department
515 N. Julia Street
Jacksonville, Florida 32202
(904) 630-0280RE:
Bid SC-0405-15 Renewal

Dear Tamara,

Bound Tree Medical would like to renew Bid SC-0405-15 Medical Unit Supplies for Fire Rescue Group 2 and 7 for the period of April 30, 2017 through April 29, 2017. At this time, Bound Tree Medical is unable to hold pricing on all items. Please see attached requests for price adjustments. Bound Tree Medical does not have manufacturer documentation for each price increase request. Due to the increases from the manufacturer if Jacksonville Fire is unable to accept the attached pricing then Bound Tree Medical will be unable to renew the contract for Bid SC-0405-15 at this time.

We thank you again for the opportunity to provide all your emergency medical supply needs. If you require additional information, our contact information is below.

Tim Caldwell
Account Manager
904.599.2785
tim.caldwell@boundtree.com

Tim Brown
Pricing Analyst, Bids & Contracts
800.533.0523 x 5352
tim.brown@boundtree.com

	Item	Item Description	UOM	Current Price	Proposed Price
	590101	SUCTION UNIT ASPIRATOR TYPE LATEX FREE 40EA/BX MECONIUM	EA	$ 3.84	$ 3.84
	020318	BULB LARYNGOSCOPE LARGE 25/BX 008628 300	EA	$ 1.37	$ 1.73
	020317	BULB LARYNGOSCOPE SMALL 25/BX 008629 100	EA	$ 1.43	$ 1.81
	2142-48501	LITE BLADE, MILLER 1 20EA/BX	EA	$ 4.52	$ 4.52
	2142-48503	LITE BLADE, MILLER 3 20EA/BX	EA	$ 4.52	$ 4.52
	024801	LITE BLADE, MAC 1, DISPOSABLE 20EA/BX	EA	$ 4.52	$ 4.52
	2142-48002	LITE BLADE, MAC 2 20EA/BX	EA	$ 4.52	$ 4.52
	2142-48003	LITE BLADE, MAC 3 20EA/BX	EA	$ 4.52	$ 4.52
	2142-48004	LITE BLADE, MAC 4 20EA/BX	EA	$ 4.52	$ 4.52
	2142-48500	LITE BLADE, MILLER 0 20EA/BX	EA	$ 4.52	$ 4.52
	2142-48502	LITE BLADE, MILLER 2 20EA/BX	EA	$ 4.52	$ 4.52
	026351	ENDOTRACHEAL TUBE 28 FRENCH 7.0MM 10/BX ENDOTROL	EA	$ 8.60	$ 8.60
	594241	SUCTION TIP 50/CS HI-D BIG STICK	EA	$ 1.72	$ 1.72
	2211-41906	Suction Catheter, Argyle, 6 Fr, w/Directional Valve, Delee Tip, Straight Packed 100ea/cs	EA	$ 0.60	$ 0.60
	2211-41908	Suction Catheter, Argyle, 8 Fr, w/Directional Valve, Delee Tip, Straight Packed 100ea/cs	EA	$ 0.60	$ 0.60
	0218441	COMBITUBE AIRWAY EMERGENCY INTUBATION IN ROLLUP PACKAGE ADULT 4/CS	EA	$ 41.50	$ 41.50
	B490201	SUCTION TUBING 1/4 IN X 6 FT 50EA/CS	EA	$ 0.86	$ 0.86
	2231-91110	Salem Gastric Sump Tube, 10 Fr, 36 inch 50ea/cs	EA	$ 1.78	$ 1.78
	2231-92912	Salem Gastric Sump Tube, 12 Fr, 48 inch 50ea/cs	EA	$ 1.78	$ 1.78
	2231-94514	Salem Gastric Sump Tube, 14 Fr, 48 inch 50ea/cs	EA	$ 1.78	$ 1.78
	2231-96016	Salem Gastric Sump Tube, 16 Fr, 48 inch 50ea/cs	EA	$ 1.78	$ 1.78
	2231-98618	Salem Gastric Sump Tube, 18 Fr, 48 inch 50ea/cs	EA	$ 1.78	$ 1.78
4	028150	ENDOTRACHEAL TUBE UNCUFFED 5.0MM 10/BX 100382050	EA	$ 1.15	$ 1.54
1	028225	ENDOTRACHEAL TUBE UNCUFFED 2.5MM 10/BX	EA	$ 1.15	$ 1.54
3	028240	ENDOTRACHEAL TUBE UNCUFFED 4.0MM 10/BX	EA	$ 1.15	$ 1.54
2	~~028230~~	~~ENDOTRACHEAL TUBE UNCUFFED 3.0MM 10/BX~~	EA	$ 1.15	$ 1.54
	8888268086	SALEM GASTRIC SUMP TUBE 8 FR, 24 IN 10/CS	EA	$ 6.20	$ 6.20
	020400	Endotracheal Tube Holder, Thomas, Pediatric/Child, for ET/SGA Tubes 4.3mm ID to 15.8mm OD	EA	$ 2.65	$ 2.65
	020500	Endotracheal Tube Holder, Thomas, Adult, for ET/SGA Tubes 6.5mm ID to 21mm OD	EA	$ 2.65	$ 2.65
	598041	SUCTION CANISTER DISPOSABLE RIGID GREEN TOP 1200cc 48/CS HI-FLOW	EA	$ 2.75	$ 2.75
8	028290	ENDOTRACHEAL TUBE CUFFED 9.0MM 10/BX	EA	$ 1.20	$ 1.78
5	028260	ENDOTRACHEAL TUBE CUFFED 6.0MM 10/BX	EA	$ 1.20	$ 1.78
6	028270	ENDOTRACHEAL TUBE CUFFED 7.0MM 10/BX	EA	$ 1.20	$ 1.78

7	028280	ENDOTRACHEAL TUBE CUFFED 8.0MM 10/BX	EA	$ 1.20	$ 1.78
	2211-41910	Suction Catheter, Argyle, 10 Fr, w/Directional Valve, Delee Tip, Straight Packed 100ea/cs	EA	$ 0.52	$ 0.52
	2211-41912	Suction Catheter, Argyle, 12 Fr, w/Directional Valve, Delee Tip, Straight Packed 100ea/cs	EA	$ 0.52	$ 0.52
	2211-41914	Suction Catheter, Argyle, 14 Fr, w/Directional Valve, Delee Tip, Straight Packed 100ea/cs	EA	$ 0.52	$ 0.52
	2211-41916	Suction Catheter, Argyle, 16 Fr, w/Directional Valve, Delee Tip, Straight Packed 100ea/cs	EA	$ 0.52	$ 0.52
	2211-41918	Suction Catheter, Argyle, 18 Fr, w/Directional Valve, Delee Tip, Straight Packed 100ea/cs	EA	$ 0.52	$ 0.52
14	2120-25075	Stylette, Flexi-Slip, 14 Fr, 45 cm Length 20/bx	BX	$ 37.69	$ 38.80
	2120-25035	Stylette, Flexi-Slip, 10 Fr, 44 cm Length 20/bx	BX	$ 38.80	$ 38.80
34	028621	LARYNGOSCOPE HANDLE RUSCH STANDARD	EA	$ 14.40	$ 25.43

Hertlein, Tami

From: Verlie Altmann <verlie.altmann@seequip.com>
Sent: Monday, April 03, 2017 3:36 PM
To: Hertlein, Tami; Kristen Ammons
Subject: RE: Bid Renewal

Hello Tami,
Hope you are having a Great Monday.
Unfortunately the majority of the items in Group 2 are Rusch Items and as you can suspect we all have had price increases from the manufacturer.
At this time we will not be able to renew Group 2.
If however you might be interested in another Manufacturer we would be more than happy to reconsider current pricing.
Let me know if you have questions.
We appreciate the opportunity.

Kind Regards,

Verlie Altmann
Director of Bids and Contracts
Southeastern Emergency Equipment
800-334-6656

Southeastern
EMERGENCY EQUIPMENT

From: Hertlein, Tami [mailto:TamiH@coj.net]
Sent: Monday, April 03, 2017 12:04 PM
To: Kristen Ammons <kristenlee.ammons@seequip.com>
Cc: Verlie Altmann <verlie.altmann@seequip.com>
Subject: Bid Renewal

Kristen,
Good morning! I am trying to renew bid SC-0405-15 Group 2 for Airway Equipment. The lowest vendor has asked for increases that put them above the next lowest bidder, Southeastern Equipment. At this time, I am asking if Southeastern Equipment can renew Bid SC-0405-15 Group 2 from April 30, 2017 through April 29, 2017. If so, please reply to this e-mail. I have attached your original pricing. Thank you!
Tami

Tamara J. Hertlein
Inventory Control Specialist
Logistical Support Facility
Jacksonville Fire/Rescue Department

HENRY SCHEIN®
MEDICAL | EMS

March 30, 2017

City of Jacksonville
Jacksonville, FL

Attn; Tami Hertlein

Henry Schein, Inc. would like to renew Bid SC-0405-15 Medical Unit Supplies for Fire Rescue Group 5 for the period of April 30, 2017 through April 29, 2018. All terms and conditions will remain the same. At this time, Henry Schein, Inc. has reviewed pricing and no lower pricing can be offered.

If I can provide any further assistance please let me know.

Cordially,

Jesse A. Garringer
Vice President
Ph# 800-845-3550
Fax # 800-533-4793
Email: jesse.garringer@henryschein.com

Ph# 800-845-3550

QuadMed, Inc.
Emergency Medical Products

January 16, 2017, 2016

Jacksonville Fire Rescue

Tami:

Quadmed, Inc. would like to renew Bid SC-0405-15 Medical Unit Supplies for Fire Rescue Groups 6 and 8 for the period of April 30, 2017 through April 29, 2018. All terms and conditions will remain the same. At this time, Quadmed, Inc. has reviewed pricing and no lower pricing can be offered.

If you need further information, please contact me at 904-880-2323 or jackie@QuadMed.com

Sincerely,

Jackie Gieger
QuadMed, Inc.

SUBJECT: Medical Unit Supplies for Fire Rescue

BID #: SC-0405-15 **OPEN DATE: 04/01/2015**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
Supply Contract - One (1) Year from Date of Award with Two (2) One (1) Year Renewal Options

AGENCY: FIRE/RESCUE

BASIS OF AWARD: BY GROUP TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 9 **NUMBER OF BIDS RECEIVED:** 8 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject the bid received by Ever Ready First Aid Supply for failure to submit the required Conflict of Interest; and the following vendors by Group for failure to provide the correct unit pricing as requested on the bid form: Bound Tree Medical, LLC - Groups 6 & 8, Quadmed, Inc. – Group 10, Henry Schein, Inc. – Group 6, CPR Savers & First Aid Supply – Group 4, Mercury Medical - Group 2, 6, 7, 8 & 10, Midwest Medical Supply, LLC – Group 6 & 8, and Southeastern Emergency Equipment – Group 6.

Quadmed, Inc. failed to acknowledge Addendum One for this project and was determined by Procurement to have no bearing in the recommendation of award. Accordingly, recommend approval to accept Addendum One from Quadmed, Inc. and waive the technicality as a minor irregularity.

Recommend approval of award to the following vendors as the lowest responsive, responsible bidders. Period of service is one (1) year from date of award with two (2) one (1) year renewal options. Total estimated annual expenditure not-to-exceed $204,619.64.

Bound Tree Medical, LLC- Group 1, 2 & 7	Total **$43,885.90**
Southeastern Emergency Equipment Co. – Group 3	Total **$22,400.00**
Midwest Medical Supply, Company, LLC – Group 4	Total **$2,802.70**
Henry Schein, Inc. – Group 5	Total **$10,184.70**
Quadmed, Inc. – Group 6 & 8	Total **$125,346.34**

Groups nine (9) and ten (10) will be rebid at a later date.

Funding for this award to be encumbered by account FRRS011-05216 to be executed by purchase order.

Attachments: Recommendation Memo; Tabulation Sheet; Terms and Conditions; Rejection Letter

Analyst: KATHERINE NASWORTHY **RESPECTFULLY SUBMITTED:** for GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: IVAN T. MOTE, DIVISION CHIEF/FIRE RESCUE

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING ____ DATE: 04/30/15

OTHER: ____

ACTION OF AWARDING AUTHORITY DATE 4/30/15

APPROVED ____ DISAPPROVED ____

OTHER ____

SIGNATURE OF AUTHENTICATION ____

Cleveland Ferguson III
Deputy Chief Administrative Officer
For Mayor Alvin Brown
Under Authority of
Executive Order No. 2015-01

SUBJECT: Medical Unit Supplies for Fire Rescue

BID #: SC-0405-15 **OPEN DATE: 04/01/2015**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT:
Supply Contract - One (1) Year from Date of Award with Two (2) One (1) Year Renewal Options

AGENCY: FIRE/RESCUE

BASIS OF AWARD: BY GROUP TO THE LOWEST RESPONSIVE, RESPONSIBLE BIDDER

NUMBER OF BIDS INVITED: 9 **NUMBER OF BIDS RECEIVED:** 8 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to ratify award from April 30, 2016 through date of award.

Recommend approval to rescind Group 1 from Bound Tree Medical, LLC and award to Southeastern Emergency Equipment Co., the second (2nd) lowest vendor as a result of pricing increases requested by Bound Tree Medical, LLC on items one (1) through thirteen (13). Recommend approval to accept pricing increase requested by Midwest Medical Supply Company, LLC. Total increase is still less the next lowest vendor.

Recommend approval of award to utilize the first (1st) of two (2) renewal options, by group to the vendors listed below. Period of service from date of award through April 29, 2017 for a total estimated annual expenditure not to exceed $205,153.94. Total award not to exceed $409,773.58.

Bound Tree Medical, LLC- Group 2 & 7	Total **$40,017.70**
Southeastern Emergency Equipment Co. – Group 1 & 3	Total **$26,741.50**
Midwest Medical Supply Company, LLC – Group 4	Total **$2,863.70**
Henry Schein, Inc. – Group 5	Total **$10,184.70**
Quadmed, Inc. – Group 6 & 8	Total **$125,346.34**

Funding for this award to be encumbered by account FRRS011-05216 to be executed by purchase order.

Attachments: Recommendation Memo; Vendor Memos; Previous Awards

Analyst: K. Nasworthy KATHERINE NASWORTHY **RESPECTFULLY SUBMITTED:** GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: DAVID S. CASTLEMAN, CHIEF FIRE/RESCUE

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING ____ DATE: 5-26-16

OTHER: ____

ACTION OF AWARDING AUTHORITY DATE 5/26/16

APPROVED ✓ DISAPPROVED ____

OTHER ____

SIGNATURE OF AUTHENTICATION Sam E. Mousa

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05