SUBJECT: DISPOSABLE SHEETS AND MEDICAL EQUIPMENT

BID #: SC-0332-19 **OPEN DATE: 02/13/2019**

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: 8 **NUMBER RECEIVED:** 11 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to change the vendor name from Concordance Healthcare Solutions to Bound Tree Medical, LLC for the assumption of the City contract for Group 3, in the amount of $72,609.55. There is no change to the pricing or terms and conditions for the period ending February 24, 2020.

Total estimated annual expenditure not-to-exceed amount for award remains the same at $1,643,470.05.

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

Attachments: Recommendation Memo, Vendor Letter, Previous Award

Analyst: _____ TARYN MANSER

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

July 11, 2019

TO: Gregory Pease, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: Bound Tree Medical Acquisition of Concordance Health Solutions

Bound Tree Medical, LLC entered into an agreement to acquire Concordance Health Solutions and will assume full operational control of Concordance Health Solutions. The full integration of the business is to be complete by Monday, July 15, 2019.

Therefore, we are requesting Group 1 and Group 8 of BID SC-0484-18 and Group 3 of BID SC-0332-19 be transferred to Bound Tree Medical, LLC for the remainder of the contract period. Bound Tree Medical has agreed to maintain pricing and the terms of the contract.

Thank you

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

Bound Tree
Your Partner In EMS
5000 Tuttle Crossing Blvd. Dublin, OH 43016 614.760.5000 www.boundtree.com

July 12, 2019

City of Jacksonville
Purchasing Division
117 W Duval St
Jacksonville, FL 32202

Dear Taryn Manser,

RE: Contract SC-0332-19 for City of Jacksonville

Bound Tree Medical, LLC is pleased to announce it will be acquiring Concordance Health Solutions EMS Business – formally Midwest Medical Supply. ("Concordance EMS") as of July 12, 2019. Please refer to the attached press release for further information.

We look forward to providing you the same products and services you trust, now under the Bound Tree Medical brand name. Our goal is to make your transition to Bound Tree Medical as seamless as possible. If you have any questions regarding your contract with Concordance EMS, please do not hesitate to reach out to us:

Bound Tree Account Manager (sales and ordering) : Shawn Murphy Shawn.Murphy@Boundtree.com
Bound Tree Pricing Analyst (contracts) : Chad Truini Chad.Truini@Boundtree.com

You may begin placing orders with Bound Tree Medical as of July 15, 2019. To place an order, feel free to reach out to your dedicated Bound Tree Account Manager, visit boundtree.com, call our Customer Care team at (800) 533-0523 Monday - Friday, 8:00 a.m. - 8:00 p.m. EST, or email contactcustomerservice@boundtree.com.

If there is specific paperwork your agency needs completed to assign the Concordance EMS contract to Bound Tree Medical, please do not hesitate to contact Bound Tree Medical's Bids and Contracts Department at Submitbids@Boundtree.com or Chad.Truini@Boundtree.com.

Bound Tree Medical is looking forward to being your partner in EMS, providing you with the products, services and support that you need to save money and improve patient outcomes. If there is anything we can do to help you during this transition, please do not hesitate to reach out.

Thank You,

Brian LaDuke
Sarnova, Inc. | President Emergency Preparedness
brian.laduke@Sarnova.com | www.boundtree.com

Enclosures:
Bound Tree Medical, LLC Press Release: January 28, 2019

Bound Tree
Your Partner in EMS
5000 Tuttle Crossing Blvd Dublin, OH 43016 614 760 5000 www.boundtree.com

For Immediate Release **June 20, 2019**

Bound Tree Medical to Acquire EMS Business from Concordance Healthcare Solutions.

DUBLIN, Ohio – Bound Tree Medical, LLC, announced today that the company has signed a definitive agreement to acquire the EMS business from Concordance Healthcare Solutions, LLC.

Bound Tree, one of the largest national distributors of medical equipment and supplies serving the EMS industry, will assume full operation of the Concordance EMS business under the Bound Tree brand name starting July 15, 2019.

Concordance Healthcare Solutions is one of the largest independent national distributors of medical supplies and supply chain solutions. Since its merger in 2016, Concordance has continued to make strategic investments expanding their distribution center network allowing for coverage of two-thirds of the healthcare continuum in the United States.

"We are excited to provide these EMS providers with access to Bound Tree's full assortment of products and services to help them manage their supplies and control costs," said Brian LaDuke, President, Emergency Preparedness, a division of Sarnova, Bound Tree's parent company. *"Over the past 12 years, Concordance has provided their EMS customers with exceptional support. With over 40 years of experience dedicated to the EMS industry, Bound Tree is committed to providing the same unprecedented support and fast delivery from Bound Tree's nation-wide distribution network,"* he added.

"We are very proud of the hard work and dedication our team provided to the critical needs of the EMS market space. We are confident that our EMS customers will continue to receive best-in-class products and services as they transition to the Bound Tree family. As we continue to execute our long-term strategic vision, resources will be redeployed to focus on our core geography and diverse market strategy," said Lisa Hohman, CEO Concordance Healthcare Solutions. *"The EMS market will be in good hands with Bound Tree as Concordance and Bound Tree share the same passion when it comes to serving customers."*

Bound Tree will honor all existing Concordance EMS contracts and ensure customers continue to get the products and services they have come to expect at a great value. *"Bound Tree is committed to serving customers by providing dedicated Account Managers who work directly with customers to become their trusted partner. Our highly trained sales and customer care teams help our EMS customers save costs and extend their budgets,"* Tim Rubert, Vice President of Bound Tree Sales, remarked.

Bound Tree continues to build its capabilities to serve its customers with the best products, services and support. *"We believe in building sustainable growth for our companies, their partners and customers, and we continue to invest in Bound Tree's ability to provide unparalleled service to its customers,"* said Yuriy Prilutskiy, Managing Director of Patricia Industries, a part of Investor AB, and owner of Sarnova and its companies.

Customers will be receiving further communications from Bound Tree regarding the transition soon.

About Sarnova and Bound Tree Medical
Sarnova is the leading national specialty distributor of healthcare products in the emergency medical services (EMS) and acute care markets. The company is comprised of four major business units: Bound Tree Medical, Cardio Partners, Emergency Medical Products and Tri-anim Health Services. Bound Tree Medical is a leading, nationwide distributor of emergency medical equipment, supplies and pharmaceuticals to EMS, fire and other first responders. For more information, visit www.sarnova.com.

About Concordance Healthcare Solutions
Concordance Healthcare Solutions, LLC is one of the largest independent, healthcare distributors in the U.S., formed through the merger of Kreisers, MMS, and Seneca Medical. Concordance Healthcare Solutions continues to invest in providing industry leading supply chain solutions and services to the entire healthcare continuum. To learn more, visit www.concordancehealthcare.com.

About Investor AB
Investor, founded by the Wallenberg family in 1916, is an engaged owner of high-quality, global companies. We have a long-term investment perspective. Through board participation, as well as industrial experience, our network and financial strength, we work continuously to support our companies to remain or become best-in-class. Our holdings include among others ABB, Atlas Copco, Ericsson, Mölnlycke and SEB. For more information, visit www.investorab.com.

Sarnova Media Contact:
Beth Scott, Director of Marketing Communications
Phone (614) 760-5000
beth.scott@sarnova.com

Investor AB Media Contact:
Viveka Hirdman-Ryrberg, Head of Corporate Communication and Sustainability
Phone +46 70 550 3500
Viveka.hirdman-ryrberg@investorab.com

SUBJECT: DISPOSABLE SHEETS AND MEDICAL EQUIPMENT

BID #: SC-0332-19 **OPEN DATE: 02/13/2019**

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: 8 **NUMBER RECEIVED:** 11 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject the following vendors: Medline Industries, Inc. (group 7 and 8) for not bidding on all items in the group, Ceylon Imports, LLC (group 1 and 6), for not bidding the correct unit of measure.

Recommend approval of award to the following vendors as the lowest responsive, responsible bidders for the purchase of Disposable Sheets and Medical Equipment for the Jacksonville Fire/Rescue Department. Period of service is one (1) year from date of award with two (2) one (1) year renewal options. Total estimated annual award not to exceed $1,643,470.05.

Henry Schein, Inc.	Groups 2, 13 & 15	$135,521.00
QuadMed, Inc.	Groups 5, 6, 7, 8, 9, 11 & 12	$780,672.10
Bound Tree Medical	Groups 4 & 10	$207,317.50
Medfirst Healthcare	Group 1	$ 54,217.00
Concordance Healthcare	Group 3	$ 72,609.55
Buy Indian Medical	Group 14	$393,132.90

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

Attachments: Recommendation Memo, Tabulation Sheet, Rejection Letters, Terms and Conditions

Analyst: TARYN MANSER **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 Ø DATE: 2/25/19

OTHER:

ACTION OF AWARDING AUTHORITY DATE 2/25/19

APPROVED DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

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

QWS3270X 7/12/2019 3:08 PM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 07/12/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 2:46 PM

FISCAL MO/YEAR : 10 2019 CURRENCY CODE :
INDEX CODE : FRRS011 RESCUE & FIRST AID
SUBOBJECT : 05216 OTHER OPERATING SUPPLIES
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	JULY 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	1,655,201.18	1,655,201.18
EXPENDITURES	49,449.22	1,274,141.66	1,274,141.66
ENCUMBRANCES	-44,713.98	188,396.22	188,396.22
PRE-ENCUMBRANCES	.00	.00	.00
REMAINING BALANCE	-4,735.24	192,663.30	192,663.30

F1-HELP F2-SELECT F4-PRIOR F5-NEXT
F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND