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 execute the second (2nd) and final renewal option with the following vendors for the supply of Disposal Sheets and Medical Equipment for the Jacksonville Fire and Rescue Division. Medfirst Healthcare Supply Inc. has requested an increase on item #1 from $21.28/cs to $21.51/cs. Recommend approval to increase item #1 based on the current CPI. Item #2 has been discontinued and we recommend removal from the bid. All other original pricing, terms and conditions remain the same.

Recommend approval not to renew Groups 2, 3 &15.

Bound Tree Medical has requested an increase on items 8, 9, 10 & 19. Recommend approval not to renew items 8, 9, 10 and 19. All other original pricing, terms and conditions remain the same.

Recommend approval to ratify the period of service for this renewal option from February 25, 2021 to date of award. The period of service for this renewal option is date of award through February 24, 2022. The estimated annual expenditure for this period is $951,468.54. The total revised not-to-exceed expenditure for this award is $3,744,938.64.

Medfirst Healthcare	Group 1	$ 53,868.00
Bound Tree Medical	Groups 3, 4 & 10	$203,691.25
QuadMed, Inc.	Groups 5, 6, 7, 8, 9, 11 & 12	$367,872.10
Buy Indian Medical	Group 14	$326,037.19

Funding for this award to be encumbered by account: 00111.125004.552170.000000.00000000.00000.0000000 - to be executed by purchase order.

Attachments: Recommendation Memo, Vendor Letters, Previous Awards

Analyst: _____ OLIVE WALLACE-COHEN

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

February 18, 2021

TO: Gregory Pease, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: BID SC-0332-19 Disposable Sheets and Medical Equipment – Second Year

We are electing to take the second-year renewal option for the contract period of February 25, 2021 through February 24, 2022 for Bid SC-0332-19 Disposable Sheets and Medical Equipment. 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– Medfirst Healthcare has requested an increase on item 1. We recommend approval of this increase as it is within the CPI. Item 2 has been discontinued and we recommend removal from the bid. All original terms and conditions apply.

Group 1 Total: $53,868.00

Group 2, 13 and 15 – We are electing not to renew group 2, 13 or 15.

Group 2, 13 and 15 Total: $0.00

Group 3, 4 and 10 – Bound Tree Medical has agreed to renew this group but have asked for an increase on items 8, 9, 10 and 19. Item 8 was previously removed from the bid. We are electing not to renew items 9, 10 and 19. All other pricing will remain, all original terms and conditions apply.

Group 3, 4 and 10 Total: $203,691.25

Group 5, 6, 7, 8, 9, 11 and 12 – QuadMed has agreed to hold all pricing. All original terms and conditions apply. Group 6 was previously removed from the

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3302 | Fax: 904.255.7787 | davids@coj.net

bid.

Group 5, 6, 7, 8, 9, 11 and 12 Total: $367,872.10

Group 14 – Buy Indian Medical has agreed to hold all pricing. All original terms and conditions apply.

Group 14 Total: $ 326,037.19

Total Award: $ 951,469.25

Funding Code: 00111.125004.552170.0

Thank you

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3302 | Fax: 904.255.7787 | davids@coj.net

QuadMed, Inc.
Emergency Medical Products

February 1, 2021

Jacksonville Fire Rescue

Lt. Scott Miller:

QuadMed would like to renew Bid SC-0332-19 Disposable Sheets and Medical Equipment Groups 5,6,7,8,9,11, and 12 for the period of February 25, 2021 through February 24, 2022. All terms and conditions will remain the same with the exception of the Frontline Gloves which due to Covid 19, significant increases and instability in pricing has occurred as you already are aware. At this time, QuadMed has reviewed pricing and no lower pricing can be offered.

If you need further information, please call me at 880-2323.

Sincerely,

Marley Price
QuadMed, Inc.
904-880-2323

Bound Tree
Your Partner In EMS

5000 Tuttle Crossing Blvd. Dublin, OH 43016 614.760.5000 www.boundtree.com

January 13, 2021

City of Jacksonville
Division of Procurement
214 N. Hogan Street
Ed Ball Building, 1st Floor – Suite 105
Jacksonville, FL 32202

RE: Disposable Sheets and Medical Equipment SC0332-19 Renewal #2

To Whom It May Concern:

Bound Tree would like to move forward with the renewal of the above contract for the renewal period of February 26, 2021 through February 25, 2022. Prior to the renewal going into effect, it is vital to discuss price increases.

We have received notification of price increases from multiple manufactures that recently took effect. These were nationwide increases, not just increases for Bound Tree. There are multiple items on the contract effected by these increases. We are writing to request that our contract prices be amended to reflect the manufacturer increases.

Please let me know on or before January 27, 2021 if this request is approved or not approved. No changes in pricing will occur on the bid without your approval. Please review the additional sheets attached for current pricing and increases associated with this contract.

To the extent the pricing is not acceptable, Bound Tree Medical is willing to remove such product off the contract during the applied renewal period of February 26, 2021 through February 25, 2022.

If you have any questions regarding this renewal, our contact information is below.

Sincerely,

Shawn Murphy
Account Manager
478.213.4783
Shawn.Murphy@boundtree.com

Chad Truini
Senior Pricing Analyst, Bids & Contracts
800.533.0523 x 5235
Chad.Truini@boundtree.com

Renewal Item List for City of Jacksonville
Disposable Sheets and Medical Equipment
Bid No.: SC-0332-19

Line #	City of Jacksonville Item Description	Bound Tree Medical Item #	Bound Tree Medical Item Description	Vendor Name	Selling UoM	Current Price	New Price	% Increase
8	SpectrO2 10 Pulse Oximeter; Mfg: Smiths Medical; Part # WW1000EN	2711-10023	Pulse Oximeter, SPECTRO2 10, SpO2, Pulse Rate, Signal Strength, PI, uses 4 AA batteries	SMITHS MEDICAL ASD, INC.	1/EA	$ 298.88	$ 315.02	5.40%
9	Adult Reusable Pulse Ox Probe for SpectrO2 Pulse Oximeter; Mfg: Smiths Medical	16317	PROBE, BCI PMI	MEDIAID, INC.	1/EA	$ 40.56	$ 55.59	37.06%
10	Pediatric Reusable Pulse Ox Probe for SpectrO2 Pulse Oximeter; Mfg: Smiths Medical	2712-31602	SENSOR, PEDIATRIC, REUSABLE, 3FT, BCI COMPATIBLE	SENSORONICS INC.	1/EA	$ 46.36	$ 64.71	39.58%
11	Disposable Pulse Ox Probe for SpectrO2 Pulse Oximeter, Adult	16508	PROBE, BCI ADULT DISPOSABLE 24EA/CS	MEDIAID, INC.	1/EA	$ 6.09	$ 6.09	
12	Disposable Pulse Ox Probe for SpectrO2 Pulse Oximeter, Pediatric	16509	PROBE, BCI PEDI DISPOSABLE 24EA/CS	MEDIAID, INC.	1/EA	$ 6.09	$ 6.09	
13	Disposable Pulse Ox Probe for SpectrO2 Pulse Oximeter, Infant	16510	PROBE, BCI INFANT DISPOSABLE 24EA/CS	MEDIAID, INC.	1/EA	$ 6.09	$ 6.09	
14	Disposable Pulse Ox Probe for SpectrO2 Pulse Oximeter, Neonatal	16511	PROBE, BCI NEONATE DISPOSABLE 24EA/CS	MEDIAID, INC.	1/EA	$ 6.09	$ 6.09	

Line #	City of Jacksonville Item Description	Bound Tree Medical Item #	Bound Tree Medical Item Description	Vendor Name	Selling UoM	Current Price	New Price	% Increase
16	Cervical Collar, Sifneck Select, Adult; Mfg: Laerdal; Part # 980010	L980010	Stifneck Select Extrication Collar, Adjustable, Nasal Cannula Hook, Adult	LAERDAL MEDICAL CORP.	1/EA	$ 5.00	$ 5.00	
17	Cervical Collar, Pedi-Select,; Mfg: Laerdal; Part # 980020	L980021	Stifneck Select Extrication Collar, Adjustable, Pediatric	LAERDAL MEDICAL CORP.	1/EA	$ 5.00	$ 5.00	
18	Cervical Collar, Baby No- Neck; Mfg: Laerdal; Part # 980100	260201	Stifneck Extrication Collar, No Neck, Baby	LAERDAL MEDICAL CORP.	1/EA	$ 5.08	$ 5.08	
19	Sticky Block; Mfg: Morrison medical; Part # 1400-12	3141-14012	Sticky Foam Head Blocks, Universal Size, MED Density Foam, w/o Straps	MORRISON MEDICAL PRODUCTS	12/CS	$ 59.30	$ 82.59	39.27%
34	Glucometer Batteries, Lithium; Mfg: Any; Part # CR2032 or DL2032	113-CR2032	3V Lithium Renata Battery CR2032, 200mAh	THE BATTERY BANK	1/EA	$ 1.45	$ 1.45	
35	Glucometer Test Strips, 50/Bottle or 50/Box; Mfg: MicroDot Xtra or Assure Prism Multi; Part # 200-50 or 530050	2763-53050	Assure Prism Blood Glucose Test Strips	Arkray	50/BX	$ 7.50	$ 7.50	
36	Glucometer, Mulit-Patient Rated; Mfg: MicroDot Xtra or Assure Prism Multi; Part # 201-01 or 530001	2761-53010	Assure Prism Multi Blood Glucose Meter	Arkray	1/EA	$ -	$ -	
37	Lancettes, 100/Box, 21 Gauge. Hypoguard or Ready Lance; Mfg: Asure Lance or Medicore; Part # 980121 or 806	2764-80121	Assure Lance Lancets, Normal Flow, Dark Green, 21ga x 1.8mm	Arkray	100/BX	$ 7.55	$ 7.55	

National Environmental, Inc. dba Buy Indian Medical
P.O. Box 71582
Marietta, GA 30007
770-354-9203
408-790-1305 Fax

Date: 2/19/21
Bid #: SC-0332-19:

Good Morning Captain Miller:

We are able to hold the current pricing for the items we have been awarded under this contract. However, due to the changing climate, we ask for the opportunity to negotiate a price increase should the manufacturer impose one. They do not have any plans of increasing the price costs right now but the future is unpredictable. Please let me know if you have any questions and stay safe!

National Environmental, Inc. dba Buy Indian Medical
Alan Kraimer
Vice President
770-354-9203
408-790-1305 Fax
alan@buyindianmedical.com
www.buyindianmedical.com

MedFIRST Healthcare Supply Inc.

February 10, 2021

MedFIRST Healthcare Supply, Inc.
902 Jan Mar Court, Suite A
Clermont, FL 34715

Scott Miller
Lieutenant
City of Jacksonville Fire and Rescue Department
355 South Ellis Road
Jacksonville, FL 32254

Dear Scott Miller

MedFIRST Healthcare Supply, Inc. would like to renew Bid# SC-0332-19 effective February 10, 2021 through February 28, 2022. Product# 980043-Emergency Blanket has been discontinued by the manufacture eff 10/01/2020. We only have 16 each remaining at $6.42/ea. Product# 980929-Stretcher sheet has a very small price increase, new price of $21.51/cs.

Sincerely,

Kristen Ellis-Legros
MedFIRST Healthcare Supply, Inc.

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 execute the first of two (2) one (1) year renewal options. Recommend approval to ratify the period of service for this renewal option from February 25, 2020 to date of award. The period of service for this renewal option is date of award through February 24, 2021.

Recommend approval not to renew Items 8, 23, 63 and 68 and to increase Item 18 from $5.00 to $5.08 with Bound Tree Medical. All other original pricing, terms and conditions remain the same.

The estimated annual expenditure for this renewal option period is $1,150,000.05. The total revised not-to-exceed expenditure for this award is $2,793,470.10.

Medfirst Healthcare	Group 1	$ 54,217.00
Henry Schein, Inc.	Groups 2, 13 & 15	$135,521.00
Bound Tree Medical	Groups 3, 4 & 10	$266,352.05
QuadMed, Inc.	Groups 5, 7, 8, 9, 11 & 12	$367,872.10
Buy Indian Medical	Group 14	$326,037.90

Funding for this award to be encumbered by account FRRS011-05217 to be executed by purchase order.

Attachments: Recommendation Memo, Vendor Letters, Previous Awards

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: 3/12/20

Teresa R. Eickman

OTHER:

ACTION OF AWARDING AUTHORITY DATE 3/13/20

APPROVED ✓ BH DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

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