SUBJECT: DISPOSABLE SHEETS AND MEDICAL EQUIPMENT

BID #: SC-0389-16 **OPEN DATE: 01/13/2016**

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: 10 **NUMBER RECEIVED:** 15 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to utilize the first (1) of two (2) renewal options to the vendors listed below for the purchase of Disposable Sheets and Medical Equipment for the Jacksonville Fire/Rescue Department.

Recommend approval to award Group 12 to Southeastern Emergency Equipment as the next lowest bidder as Ever Ready First Aid opted not renew this group.

Recommend approval to not renew Group 16 at this time.

Recommend approval to increase to the following vendors. Midwest Medical Supply has requested an increase in Group 13, for Item 1 and Group 17 for Items 1 & 2. These increases are less than 1.3% and are still lower than the next lowest bidder. Bound Tree Medical has requested an increase in Group 4, on Items 1, 2, & 3 and Group 14, Items 1 & 3. Group 4 is based on the current CPI with a 2% increase which is still less than the next lowest bidder. Group 14, Item 1 is a 95% increase and is still less than the next lowest bidder. Group 14, Item 3 is based on the current CPI with a 2.5% increase which is still lower than the next lowest bidder.

Period of service is from January 28, 2017 through January 27, 2018 for the total estimated annual expenditure not-to-exceed $708,737.08. The total revised not-to-exceed expenditure is $1,574,473.06.

Midwest Medical Supply	Groups 1, 2, 3, 5, 8, 10, 13 & 17	$227,047.72
Bound Tree Medical	Groups 4 &14	$142,831.00
QuadMed, Inc.	Groups 6, 7, 9 & 11	$273,611.36
Southeastern Emergency Equipment	Group 12	$ 19,887.00
Mercury Medical	Group 15	$ 45,360.00

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

Attachments: Recommendation Memo, Vendor Letter's, Previous Award, Terms and Conditions

Analyst: _____ **RESPECTFULLY SUBMITTED:** _____
Steven Burakowski 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

January 23, 2017

TO: Steve Burakowski, Procurement Analyst,

FROM: David S. Castleman, Chief of Rescue

BID SC-0389-16 DISPOSABLE SHEETS AND MEDICAL EQUIPMENT

We are electing to take the first year renewal option for the contract period of January 28, 2017 through January 27, 2018 on bid SC-0389-16 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 Disposable Stretcher Sheets and Blankets—Midwest Medical LLC has agreed to hold all pricing. All original terms and conditions apply.

Group 1 Total: $34,448.50

Group 2 Portable Suction Units and Accessories— Midwest Medical LLC has agreed to hold all pricing. All original terms and conditions apply.

Group 2 Total: $5,000.00

Group 3 Pulse Oximetry Equipment— Midwest Medical LLC has agreed to hold all pricing. All original terms and conditions apply.

Group 3 Total: $20,915.70

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

Group 4 Cervical Immobilization Devices— Bound Tree Medical has agreed to renew this group, but has requested a price increase based on the current CPI on Item 1 (Cervical Collar, STifneck Select Adult), Item 2 (Cervical Collar, Pediatric) and Item 3 (Cervical Collar, Baby No-neck). After reviewing the requested increases, the new group total is still lower than the next lowest vendor. Recommend approving the requested increases. Vendor has agreed to hold all other terms and conditions.

Group 4 Total: $82,275.00

Group 5 IV Equipment— Midwest Medical LLC has agreed to hold all pricing. All original terms and conditions apply.

Group 5 Total: $25,093.50

Group 6 EMS Gloves—Quadmed, Inc. has agreed to hold all pricing. All original terms and conditions apply.

Group 6 Total: $90,000.00

Group 7 Defibrillation Pads— Quadmed, Inc. has agreed to hold all pricing. All original terms and conditions apply.

Group 7 Total: $27,424.00

Group 8 ECG Monitoring Pads— Midwest Medical LLC has agreed to hold all pricing. All original terms and conditions apply.

Group 8 Total: $68,496.00

Group 9 Airway Equipment— Quadmed, Inc. has agreed to hold all pricing. All original terms and conditions apply.

Group 9 Total: $25,852.00

Group 10 Glucometer Equipment— Midwest Medical LLC has agreed to hold all pricing. All original terms and conditions apply.

Group 10 Total: $40,740.00

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

Group 11 IV Catheters— Quadmed, Inc. has agreed to hold all pricing. All original terms and conditions apply.

Group 11 Total: $130,335.36

Group 12 Supraglottic Airway—Southeastern Emergency Equipment has agreed to hold original pricing. Ever Ready First Aid, the lowest original vendor, cannot renew this group at this time. Southeastern Emergency Equipment has agreed to hold all of the original terms and conditions.

Group 12 Total: $19,887.00

Group 13 Misc. Medical Supplies—Midwest Medical LLC has agreed to renew this group, but has requested a price increase on Item 1 (Burn Sheet). After reviewing the request, the new group total is still lower than the next lowest vendor. Recommend approving the requested increase. Manufacturer documentation is attached. Vendor has agreed to hold all other terms and conditions.

Group 13 Total: $19,865.92

Group 14 Misc. Pharmaceuticals—Bound Tree Medical has agreed to renew this group, but has requested a price increase based on manufacturer increases on Item 1 (Dextrose 5% in water, 250ml bag) and an increase based he current CPI on Item 3 (Promethazine). After reviewing the requested increases, the new group total is still lower than the next lowest vendor. Recommend approving the requested increases. Manufacturer documentation is attached. Vendor has agreed to hold all other terms and conditions.

Group 14 Total: $60,556.00

Group 15 CPAP Devices—Mercury Medical has agreed to hold all pricing. All original terms and conditions apply.

Group 15 Total: $45,360.00

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

Group 16 Zoll Equipment Accessories—We are electing not to renew this group at this time.

Group 16 Total: Remove

Group 17 Thermometer and Accessories— Midwest Medical LLC has agreed to renew this group, but has requested price increases on Item 1 (SureTemp Plus 690 Thermometer) and Item 2 (SureTemp Plus Disposable Probe Covers). After reviewing the request, the new group total is still lower than the next lowest vendor. Recommend approving the requested increase. Manufacturer documentation is attached. Vendor has agreed to hold all other terms and conditions.

Group 17 Total: $12,488.10

Total Award: $708,737.08

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

Hertlein, Tami

From: Verlie Altmann <verlie.altmann@seequip.com>
Sent: Thursday, January 12, 2017 4:46 PM
To: Hertlein, Tami
Cc: Kristen Ammons
Subject: RE: Bid SC-0389-15

Hello Tami,
So sorry for the slow reply, the day just got away from me.
Thank you so much for asking us about Group 12 on Bid SC-0389-15, we would be happy to honor our bid price.
I have contracted the pricing in our system and it will automatically come up when an order is placed.
Thank you again!
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: Thursday, January 12, 2017 11:22 AM
To: Verlie Altmann <verlie.altmann@seequip.com>
Subject: Bid SC-0389-15

Verlie,
On bid SC-0389-15, Southeastern Emergency Equipment was the second lowest vendor to bid on Group 12, King Airway Kits. The lowest vendor, Ever Ready, is unable to renew this group. Is Southeastern Emergency Equipment interested in renewing this group? The original bid pricing was $28.41 each for the King Airway Kits, sizes 3, 4 and 5. If you are interested, please reply back to this e-mail stating you can renew this group and all original terms and conditions will apply. Thank you!
Tami

A Medical Supply Company
EMS MEDICAL SERVICES DIVISION

Arizona

Connecticut

Florida

Georgia

Guam

Illinois

Kansas

Louisiana

Missouri

New Jersey

New York

North Carolina

Texas

January 9, 2017

Jacksonville, FL
Contract # SC-0389-16

Midwest Medical would like to renew Bid SC-0389-16 Disposable Sheets and Medical Equipment Groups 1, 2, 3, 5, 8, 10, 13 and 17 for the period of January 28, 2017 through January 27, 2018. At this time, Midwest Medical is unable to hold pricing on all items. Please see attached requests for price adjustments as well as manufacturer documentation for each price increase requested.

If the attached meets with your approval please let us know and will have the pricing entered for you.

Thank you for your time, we enjoy working with the department and look forward to continuing to grow this relationship over the year.

Sincerely,

Pam Boggan
Midwest Medical Supply Co., LLC
EMS Specialist
386-252-9960 Ext 1053
386-252-9961 fax

13400 Lakefront Drive
Earth City, MO 63045
t: 888-540-3232
f: 314 291-2998
www.mmsmedical.com

A Regional Distributor with a National Presence

Jacksonville
Where Florida Begins.

Purchase Order

City of Jacksonville
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202

MASTER Blanket

VENDOR
Vendor Number:

PO Date: 02/02/2010
Buyer: Kathy Nasworthy
Phone #: (904) 255 - 8013
FOB: F.O.B., Destination
Terms: Net 30

Purchase Order Number
PO60434
Revision

ALL PACKING SLIPS, INVOICES, AND CORRESPONDENCE MUST REFERENCE THIS NUMBER.

SHIP TO

BILL TO

Department	Bid Number	Requisition Number	Delivery Date
Fire & Rescue			02/07/2010

Item	Description	Quantity	Unit	Unit Price	Total
1	SHEET, DISPOSABLE 40" X 90", TIDI #-980929, 50/CASE	0.00	CS	$22.35	$0.00
2	INSULATED DISPOSABLE BLANKET 58"X90", TIDI #980043, EACH	0.00	EA	$5.87	$0.00
3	EMERGENCY SURVIVAL BLANKET 52"X84", DUKAL #721, EACH	0.00	EA	$0.43	$0.00
4	PPRTABLE SUCTION UNIT, LSU, LAERDAL #780002001, EACH	0.00	EA	$709.00	$0.00
5	LSU BATTERY, LAERDAL #780400, EACH	0.00	EA	$92.38	$0.00
6	LSU VACUUM TUBE 40cm, LAERDAL #780421, EACH	0.00	EA	$10.20	$0.00
7	LSU VACUUM SEAL, REPLACEMENT, LAERDAL #781007, EACH	0.00	EA	$29.70	$0.00
8	SPEC7/802 I PULSEOXIMETER, SMITHS MEDICAL #WW1000EN, EACH	0.00	EA	$268.00	$0.00

Jacksonville
Where Florida Begins.

Purchase Order

City of Jacksonville
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202

MASTER Blanket

VENDOR

Vendor Number:

PO Date: 02/02/2016

Buyer: Kathy Nasworthy
Phone #: (904) 255 - 8813
FOB: F.O.B., Destination
Terms: Net 30

Purchase Order Number
PO084234
Master Blanket
ALL PACKING SLIPS, INVOICES, AND CORRESPONDENCE MUST REFERENCE THIS NUMBER

SHIP TO

BILL TO

Department	Bid Number	Requisition Number	Delivery Date
Fire & Rescue			02/07/2016

Item	Description	Quantity	Unit	Unit Price	Total
9	ADULT REUSABLE PULSE OX PROBE FOR SPECTR02 PULSE OXIMETER, MEDIAID #CST080-3104, EACH	0.00	EA	$40.56	$0.00
10	PEDIATRIC REUSABLE PULSE OX PROBE FOR SPECTR02 PULSE OXIMETER, MEDIAID #CST082-3104, EACH	0.00	EA	$46.36	$0.00
11	DISPOSABLE PULSE OXIMETER , ADULT COMPATIBLE WITH SPECTR02 PULSE OXIMETER, MEDIAID #CST020-2301, EACH	0.00	EA	$6.08	$0.00
12	DISPOSABLE PULSE OXIMETER , PEDIATRIC COMPATIBLE WITH SPECTR02 PULSE OXIMETER, MEDIAID #CST020-2302, EACH	0.00	EA	$6.08	$0.00
13	DISPOSABLE PULSE OXIMETER , INFANT COMPATIBLE WITH SPECTR02 PULSE OXIMETER, MEDIAID #CST020-2303, EACH	0.00	EA	$6.08	$0.00
14	DISPOSABLE PULSE OXIMETER , NEONATLE COMPATIBLE WITH SPECTR02 PULSE OXIMETER, MEDIAID #CST020-2304, EACH	0.00	EA	$6.08	$0.00
15	PULSE OXIMETER CASE FOR SPECTR02 PULSE OXIMETER, MEDSTORM #11381, EACH	0.00	EA	$10.99	$0.00
16	IV CLEAR SITE DRESSING, CONMED #741-1023, BOX/100	0.00	BOX	$19.06	$0.00

Jacksonville
Where Florida Begins

Purchase Order

City of Jacksonville
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202

MASTER Blanket

VENDOR: Vendor Number:

PO Date: 02/02/2018
Buyer: Kathy Nasworthy
Phone #: (904) 255 - 8813
FOB: F.O.B., Destination
Terms: Net 30

Purchase Order Number
PO0002234
Master Blanket
ALL PACKING SLIPS, INVOICES, AND CORRESPONDENCE MUST REFERENCE THIS NUMBER.

SHIP TO:

INVOICE TO:

Department	Bid Number	Requisition Number	Delivery Date
Fire & Rescue			02/07/2018

Item	Description	Quantity	Unit	Unit Price	Total
17	IV EXTENSION SET 60 DROP SET, NEEDLESS, B.BRAUN #352237, EACH	0.00	EA	$1.36	$0.00
18	IV EXTENSION SET 100 DROP SET, NEEDLESS, B.BRAUN #352239, EACH	0.00	EA	$1.17	$0.00
19	INSTATRACE DIAPHORETIC ELECTRODES, CONMED #1590.030, PACKAGE/30	0.00	PKG	$4.48	$0.00
20	HUGGABLE, PEDIATRIC ELECTRODES, CONMED #1620-030, BOX	0.00	BOX	$4.32	$0.00
21	GLUCOMETER, CONTOUR, BAYER #7151, EACH (N/C WITH STRIP AWARD)	0.00	EA	$0.00	$0.00
22	HAEMOLANCE LANCETTES, HYPOGUARD #080121, BOX	0.00	BOX	$7.06	$0.00
23	GLUCOMETER BATTERIES, LITHIUM, EACH	0.00	EA	$1.00	$0.00
24	GLUCOMETER TEST STRIPS, BAYER #7099A, 50/ BOX OT BOTTLE	0.00	BOX	$14.13	$0.00

Jacksonville
Where Florida Begins.

Purchase Order

City of Jacksonville
214 N. Hogan Street, Suite 890
Jacksonville, FL 32202

MASTER Blanket

VENDOR: Vendor Number:

PO Date: 02/02/2016
Buyer: Kathy Nasworthy
Phone #: (904) 255 - 8818
FOB: F.O.B., Destination
Terms: Net 30

Purchase Order Number
PO504234
Master Blanket
ALL PACKING SLIPS, INVOICES, AND CORRESPONDENCE MUST REFERENCE THIS NUMBER.

SHIPPING:

INVOICE:

Department	Bid Number	Requisition Number	Delivery Date
Fire & Rescue			02/07/2016

Item	Description	Quantity	Unit	Unit Price	Total
25	BURN SHEET, 60" X 99", STERILE, MEDSOURCE # MS-BS0039, EACH	0.00	EA	$1.61	$0.00
26	ELECTRODE JELLY, 8OZ TURE, PARKER #15-25, TUBE	0.00	TUBE	$2.08	$0.00
27	EYEWASH, IRRIGATING, STERILE, 1OZ BOTTLE, MEDIQUE #198-29, BOTTLE	0.00	BTL	$1.57	$0.00
28	GAUZE PAD NON STERILE 4 X 4, AROLES #GA44620, PACK/200	0.00	PKG	$1.57	$0.00
29	TRIPLE ANTI-BIOTIC OINTMENT, MEDIQUE # 223-36, BOX/144	0.00	BOX	$10.13	$0.00
30	BITE STICK, HARD PLASTIC, ADC #4010T, EACH	0.00	EA	$0.26	$0.00
31	RING CUTTER, ADC #380, EACH	0.00	EA	$11.26	$0.00
32	ALCOHOL, ISOPROPYL, 16OZ BOTTLE, HYDROX #D0022, BOTTLE	0.00	BTL	$1.19	$0.00

NEW PRICE $1.69

Jacksonville
Where Florida Begins.

Purchase Order

City of Jacksonville
214 N. Hogan Street, Suite 300
Jacksonville, FL 32202

MASTER Blanket

VENDOR: Vendor Number:

PO Date: 02/02/2016
Buyer: Kathy Naseworthy
Phone #: (904) 255 - 8813
FOB: F.O.B., Destination
Terms: Net 30

Purchase Order Number
PO0642234
Master Blanket
ALL PACKING SLIPS, INVOICES, AND CORRESPONDENCE MUST REFERENCE THIS NUMBER.

SHIP TO:

INVOICE TO:

Department	Bid Number	Requisition Number	Delivery Date
Fire & Rescue			02/07/2016

Item	Description	Quantity	Unit	Unit Price	Total	Revised Price
33	SHARP CONTAINERS, 8 QUART, KENDALL #8970, EACH	3.08	EA	$3.08	$9.49	
34	3M N100 PARTICULATE RESPIRATOR, 3M #8233, CASE/20	0.00	CS	$159.60	$0.00	
35	AMMONIA INHALENTS, DYNAREX #1401, BOX/10	0.00	BOX	$1.81	$0.00	
36	BANDAID 1" X 3", ASO #CRD2019, BOX/100	0.00	BOX	$1.12	$0.00	
37	GAUZE PAD, STERILE 4 X 4, 12 PLY, AROLES #GF441221, BOX/50PKS	0.00	BOX	$1.34	$0.00	
38	QUICKCLOT EMS 4 X 4 DRESSING, QUICKCLOT #473, CASE/20BO/3EA	0.00	CS	$476.80	$0.00	
39	DECOMPRESSION NEEDLE, 14ga X 3.5", ARS #ZZ-0356, EACH	0.00	EA	$8.38	$0.00	
40	DURETEMP PLUS 690 THERMOMETER, WELCH ALLYN #01690-200, EACH	0.00	EA	$223.50	$0.00	22581

Jacksonville
Where Florida Begins.

Purchase Order

City of Jacksonville
214 N. Hogan Street, Suite 900
Jacksonville, FL 32202

MASTER Blanket

VENDOR

Vendor Number:

PO Date: 02/02/2016

Buyer: Kathy Nasworthy
Phone #: (904) 255 - 8810
FOB: F.O.B., Destination
Terms: Net 30

Purchase Order Number
P0065254
Master Blanket
ALL PACKING SLIPS, INVOICES, AND CORRESPONDENCE MUST REFERENCE THIS NUMBER.

SHIP TO

INVOICE

Department	BM Number	Requisition Number	Delivery Date
Fire & Rescue			02/07/2016

Item	Description	Quantity	Unit	Unit Price	Total
41	eURETEMP PLUS DISPOSABLE PROBE COVERS, WELCH ALLYN #05031-750, BOX/250	0.00	BOX	$8.26	$0.00
42	THERMOSCAN PROBE COVERS WELCH ALLYN #05075-005 BOX/200	0.00	BOX	$12.10	$0.00
				Subtotal:	$9.45
				Freight:	$0.00
				Discount:	$0.00
	This is a Not to Exceed Blanket Order			TOTAL:	$9.45

Unit Price 8.36

THIS ORDER IS SUBJECT TO THE GENERAL CONDITIONS ATTACHED HERETO.

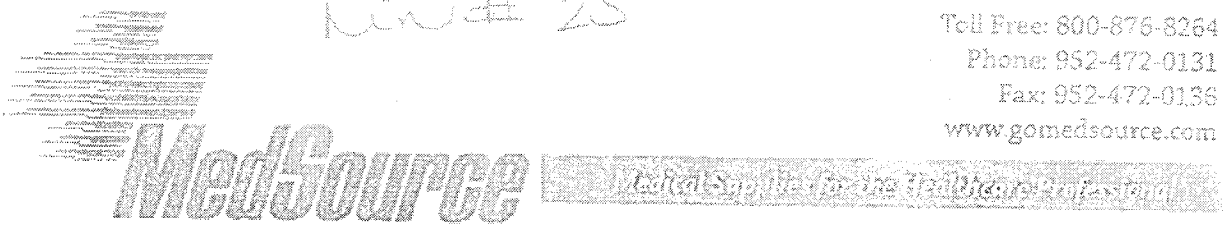
MANUFACTURER'S FEDERAL EXCISE TAX EXEMPT NO: 59-89-0120K

FLORIDA STATE SALES AND USE TAX EXEMPTION NO: 85-8012621607C-8

Approved By Gregory Pease, Chief
Procurement Division

Revised Date: 01/14/2008

Line # 25



Toll Free: 800-876-8264
Phone: 952-472-0131
Fax: 952-472-0136
www.gomedsource.com

4201 Norex Drive Chaska, MN 55318 USA

December 18, 2016

Pam Boggan
Customer Service Representative
MMS - A Medical Supply Company
1575 Aviation Center Pkwy #527,
Daytona Beach, FL 32114

Subject: Contract # AAEMSFL248

Dear Pam:

Medsource has increased pricing on:

- Burn Sheet- 5%

Sincerely,

Jay Noble
Account Manager

Examined and Approved by:

Pam Boggan
Customer Service Representative
MMS - A Medical Supply Company

Dated

Welch Allyn

Corporate Headquarters
4341 State Street Road P.O. Box 220
Skaneateles Falls, NY 13153-0220 USA
Phone. 800.535.6663 Fax. 315.685.3361
www.welchallyn.com

Memorandum

August 1, 2016,

Line # 40 + 41

Dear Welch Allyn Authorized Distributor,

On behalf of Welch Allyn, I would like to take this opportunity to thank you for your continued support of our business over the past year. As you know very well, the healthcare industry is facing significant change and our respective customers are dealing with many challenges as they strive to improve patient outcomes while reducing costs amid lower reimbursements for services. This impacts everyone in the value chain including manufacturers and distributors.

We recognize these challenges our distributors and end customers are facing and as a result we continue to make improvements to our business model to be more efficient in the way we develop, manufacture and deliver our products. As a result, we are able once again to keep our pricing quite stable into the New Year. I am pleased to report that the net impact of all price changes for next year is less than three percent. Price changes vary by product category and channel segment – most impacted are slower moving and smaller volume products.

Attached to this notice you will find the 2016-2017 U.S. Domestic Physician/ Hospital Price List for Welch Allyn products. The new price list is effective November 1, 2016. All orders received on or after that date will be processed at the new pricing.

The complete 2016-2017 Repair/Replacement Parts Price List is also available upon request. Please contact Welch Allyn Customer Care if you would like to receive an advance copy of this list in an electronic format.

Although we have made every effort to provide you with accurate and timely information, new products, obsolete products, errors and omissions may be identified at some point, and we will advise you of these follow-on items as appropriate. In the meantime, we encourage you to place orders at 2016 prices until the close of business on October 31, 2016.

Thanks again for your partnership and your business with Welch Allyn.

Sincerely,

John Tierney
President, Americas
Welch Allyn

Mercury Medical
You Need . . . Our Innovation
11300 - 49th Street North
Clearwater, FL 33762-4807
Phone: (800) 237-6418
Fax: (800) 990-6375

December 20, 2016

To whom it may concern,

Mercury Medical would like to renew Bid SC-0389-16 Disposable Sheets and Medical Equipment Group 15 for the period of January 28, 2017 through January 27, 2018. All terms and conditions will remain the same. At this time, Mercury Medical has reviewed pricing and no lower pricing can be offered.

Regards,

George Howe
Executive Vice President
Mercury Medical
727-573-0088

QuadMed, Inc.
Emergency Medical Products

December 8, 2016

Jacksonville Fire Rescue

Tami:

QuadMed agrees to supply product at the pricing as bid on Bid SC-0389-16, groups 6, 7, 8, 9, and 11 for Disposable sheets and Medical Equipment. This pricing will be good for the period January 28, 2017 through January 27, 2018. All terms and conditions per the bid submittal will be honored.

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

Sincerely,

Jackie Gieger
QuadMed, Inc.

Hertlein, Tami

From: Miriam Weber <MWeber@everreadygroup.com>
Sent: Thursday, January 12, 2017 11:10 AM
To: Hertlein, Tami
Subject: RE: Bid SC-0389-16 Renewal

Sorry, we are unable to renew this contract.

Miri Weber

300 Liberty Ave.

Brooklyn, NY 11207

718-495-4600

718-495-5600 fax #

From: Hertlein, Tami [mailto:TamiH@coj.net]
Sent: Thursday, January 12, 2017 11:03 AM
To: Miriam Weber <MWeber@everreadygroup.com>
Subject: FW: Bid SC-0389-16 Renewal

Miriam,
Following up on this renewal request. This is due NLT Friday, January 13th by COB. Thank you.
Tami

From: Hertlein, Tami
Sent: Wednesday, December 07, 2016 10:51 AM
To: Miriam Weber
Subject: Bid SC-0389-16 Renewal

Miriam,
At this time, Bid SC-0389-16 Disposable Sheets and Medical Equipment is due for renewal. Please forward a renewal letter from Ever Ready First Aid stating the following:

Ever Ready First Aid like to renew Bid SC-0389-16 Disposable Sheets and Medical Equipment Group 12 for the period of January 28, 2017 through January 27, 2018. All terms and conditions will remain the same. At this time, Ever Ready First Aid has reviewed pricing and no lower pricing can be offered.

If Ever Ready First Aid cannot hold all pricing, terms and conditions please state so in the letter with the following phrasing:

Ever Ready First Aid would like to renew Bid SC-0389-16 Disposable Sheets and Medical Equipment Groups 12 for the period of January 28, 2017 through January 27, 2018. At this time, Ever Ready First Aid is unable to hold pricing on all items. Please see attached requests for price adjustments as well as manufacturer documentation for each price increase request.

Any price increase request must have manufacturer documentation to support the increase. Please note that the City of Jacksonville has the right to refuse all requests for increases and defer to the next lowest vendor. **Please return renewal letter by COB Friday, January 13, 2017 if possible or e-mail if there will be a delay.** Thank you and have a great day!

Tami

Tamara J. Hertlein
Inventory Control Specialist
Logistical Support Facility
Jacksonville Fire/Rescue Department
515 N. Julia Street
Jacksonville, Florida 32202
(904) 630-0280
Mobile: (904) 237-4204
Fax: (904) 630-4201
tamih@coj.net

Please return renewal letter by COB Fri...

Baxter

August 16, 2016

Stacey Barksdale Price
Bound Tree Medical | Product Manager
Direct 1.800.533.0523 x5113| Fax 614.760.5329
sbarksdale@ boundtree.com

Dear Stacey,

Thank you for being a valued customer. Recently the US healthcare market was impacted with an unprecedented IV solution shortage. While the immediate crisis is behind us, the lingering effects remain. Baxter has, and will continue to make significant investments in its IV manufacturing footprint in an effort to ensure reliable supply to patients and providers. These investments include:

- Investing in Baxter's quality systems and processes to meet new, stringent guidelines from governing bodies such as the FDA
- Expanding manufacturing capacity of existing facilities to increase production throughput Qualifying Baxter manufacturing facilities around the world to provide contingency supplies for customers and patients if the need were to arise
- Approval of VIAFLO IV container in 2015 in an effort to further provide additional supply to customer

On July 19, 2016, Baxter sent notification of increasing rebate cost pricing to Bound Tree Medical on various contracted products with an effective date of August 29, 2016. Baxter has delayed the effective date to October 1, 2016 to allow for appropriate notification to Bound Tree's customer base.

The price increases on these items shall become effective October 1, 2016 and expire on December 31, 2017. The listing is sorted by product code.

Please contact Jon Rothe (224) 948-5133 if you have any questions regarding this new pricing.

Sincerely,

Jon Rothe
Marketing Manager

Baxter Healthcare Corporation
One Baxter Parkway, Deerfield, Illinois 60015
1-847-948-2000

Baxter

Item Number	NDC	Item Description	% Increase
1A0692	0338-1047-02	NITROGLYCERIN 25 MG INS% DEXTROSE INJ 250 ML	55%
1A0694	0338-1049-02	NITROGLYCERIN 50 MG INS% DEXTROSE INJ 250 ML	67%
1A0696	0338-1051-02	NITROGLYCERIN 100 MG INS% DEXTROSE INJ 250 ML	99%
2B0062Q	0338-0017-02	5% DEXTROSE INJ USP 250 ML	95%
2B0063Q	0338-0017-03	5% DEXTROSE INJ USP 500 ML	92%
2B0064X	0338-0017-04	5% DEXTROSE INJ USP 1000ML	119%
2B0162Q	0338-0023-02	10% DEXTROSE IN. USP 250 ML	92%
2B0163Q	0338-0023-03	10% DEXTROSE INJ USP 500ML	87%
2B0164X	0338-0023-04	10% DEXTROSE INJ USP 1000ML	67%
2B0304X	0338-0013-04	STERILE WATER FOR INJ.USP1000ML	137%
2B1024X	0338-0073-04	2.5% DEX AND 0.45% SOD CHLINJUSP	58%
2B1062Q	0338-0089-02	5% DEX AND 0.9% SOD CHLINJ, USP	50%
2B1063Q	0338-0089-03	5% DEX AND 0.9% SOD CHLINJ.USP	73%
2B1064	8541-2472-74	5% DEX AND 0.9% SOD CHLINJ, USP	2%
2B1064X	0338-0089-04	5% DEX AND 0.9% SOD CHLINC,USP	105%
2B1072Q	0338-{)085-02	5% DEXTROSE AND 0.45% SOD. CHL. INJ. USP	148%
2B1073Q	0338-0085-03	5% DEX AND 0.45% SOD CHL INJ.USP	104%
2B1074X	0338-0085-04	5% DEX AND 0.45% SOD CHL INJ,USP	123%
2B1083Q	0338-0081-03	5% DEX AND 0.33% SOD CHL INJ.USP	77%
2B1092Q	0338-0077-02	5% DEX AND 0.2% SOD CHL INJ.USP	75%
2B1093Q	0338-0077-03	5% DEX AND 0.2% SOD CHL INJ.USP	86%
2B1094X	0338-0077-04	5% DEX AND 0.2% SOD CHL INJ USP	116%
2B1134X	0338-0683-04	20 MEQ POT IN 5% DEX INJ-USP	58%
2B1313Q	0338-0043-03	0.45% SODIUM CHLORIDE INJ USP	72%
2B1314X	0338-0043-04	0.45% SODIUM CHL INJ, USPVIAFLEX PLASTIC CONTAINER	122%
2B1322Q	0338-0049-02	0.9% SOD CHL INJ, USP VIAFLEXPLASTIC CONTAINER 250ML	74%
2B1323Q	0338-0049-03	0.9% SOD CHL INJ, USP VIAFLEXPLASTIC CONTAINER 500ML	78%
2B1324X	0338-0049-04	0.9% SOD CHL INJ, USP VIAFLEXPLASTIC CONTAINER 1000ML	123%
2B1353Q	0338-0054-03	3% SODIUM CHLORIDE INJ.USP	104%
2B1363Q	0338-0054-03	3% SODIUM CHLORIDE INJ, USP	104%
2B1367X	0338-0704-34	20MEQ POTASSIUM CHLORIDE0.45% SOD CHLORIDE INJ, USP	69%
2B1373Q	0338-0056-03	5% SODIUM CHLORIDE.INJ USP	149%
2B1613Q	0338-0663-03	20 MEQ POT CHL IN 5% DEX&0.2%SOD CHL INJ.USP	58%
2B1614X	0338-0663-04	20MEQ POT CHL IN 5% DEX & 0.2%SOD CHL INJ, USP	118%
2B1644X	0338-0669-04	10 MEQ POT CHL IN 5% DEX%0.45%SOD CHL INJ-1000ML	56%
2B1653Q	0338-0671-03	20 MEQ POT CHL IN 5% DEX 0.45%SOD CHL INJ.USP	81%
2B1654X	0338-0671-04	20 MEQ POT CHL IN 5% DEX & 0.45% SOD CHL INJ, USP	81%
2B1664X	0338-0673-04	30MEQ POT CHL IN 5%DEX & 0.45%SOD CHL INJ, USP	51%

Baxter

Item Number	NDC	Item Description	% Increase
2B1674X	0338-0670-04	40 MEQ POT CHL IN 5% DEX&0.45%SOD CHL INJ USP	120%
2B1764X	0338-0681-04	20 MEQ POT CHL IN .9% SOD CHLINJ USP	160%
2B1884X	0338-0695-04	40 MEQ POT CHL IN 0.9% SOD CHLINJ	110%
2B2073Q	0338-0125-03	LACTATED RINGER'S AND 5% DEXTROSE	130%
2B2074X	0338-0125-04	LACTATED RINGERS & 5% DEXTROSEINJ, USP	94%
2B2103Q	0338-0143-03	5% DEXTROSE AND ELECTROLYTE N049 INJ.	61%
2B2224X	0338-0811-04	20 MEQ POT CHL IN LACTATEDRINGER'S AND 5% DEX	57%
2B2304X	0338-0105-04	RINGER'S INJECTION, USP	70%
2B2322Q	0338-0117-02	LACTATED RINGER'S INJ, USP	57%
2B2323Q	0338-0117-03	LACTATED RINGER INJ,USP VIAFLEX PLASTIC CONTAINER 500ML	78%
2B2324X	0338-0117-04	LACTATED RINGER INJECTION, USP1000ML VIAFLEX CONTAINER	88%
2B2434X	0338-0803-04	20MEQ POT CHL IN 5% DEX&0.9%SOD CHL INJ,USP	120%
2B2454X	0338-0807-04	40 MEQ PJOT CHL IN 5% DE1X&0.9% SOD CHL INJ, USP	52%
2B25330	0338-0179-03	PLASMA-LYTE 148 INJ (MULT) ELECT INJ., TYPE 1USP)	65%
2B2534X	0338-0179-04	PLASMA-LYTE 148INJ (MULTELECINJ TYPE 1, USP)	89%
2B25430	0338-0221-03	PLASMA-LYTE A INJECTION PH 7.4(MULTIPLE	151%
2B2544X	0338-0221-04	PLASMA-LYTE A INJECTION PH 7.4MULTIPLE	245%
2B25730	0338-0147-03	PLASMA-LYTE 56 AND 5% DEXTROSEINJECTION	58%
2B2574X	0338-0147-04	PLASMA-LYTE 56 AND 5% DEXTROSEINJECTION	51%
2DS604X	0338-0351-04	5% OSMITROL INJ (5% MANNITOLINJ,USP)	42%
2D56130	0338-0353-03	10% OSMITROL INJ (10% MANNITOLINJ, USP)	71%
2D5623Q	0338-0355-03	15% OSMITROL INJ (15% MANNITOLINJ, USP)	56%
2D56320	0338-0357-02	20% OSMITROL INJ (20% MANNITOLINJ,USP)	64%
2D56330	0338-0357-03	20% OSMITROL INJ (20% MANNITOLINJ,USP)	56%

Item Number	BTM's Description	U/M	Current Price	Renewal Price	
0928-25	Promethazine, 25mg, 1ml Vial 25ea/bx	EA	$1.08	$1.35	.25
260201	EXTRICATION COLLAR BABY NO NECK 50/CS STIFNECK	EA	$5.00	$5.10	.2
L980010	Extrication Collar, Stifneck Select, Adult, Adjustable, Nasal Cannula Hook	EA	$5.00	$5.10	.2
L980021	Extrication Collar, Stifneck Pedi-Select, Pediatric, Adjustable	EA	$5.00	$5.10	.2
E37108	HEAD IMMOBILIZER UNIVERSAL 1/PR STICKY BLOCK	PR	$3.65	$3.65	
600062	IV Solution, Dextrose 5% in Water 250ml Bag 36ea/cs Baxter 2B0062Q	EA	$1.90	$3.71	.95
0326-08	NITRO-BID 2% OINTMENT 1GM UD 48/BX	BX	$124.00	$124.00	
600-10	IV Flush Syringe, Normal Saline 10ml Prefilled 12cc Syringe, Sterile 100ea/bx 4bx/cs	EA	$0.37	$0.37	
G0912	Irrigation Solution, Sterile Water, 1000ml 16ea/cs R5000-01	EA	$2.00	$2.00	

SUBJECT: DISPOSABLE SHEETS AND MEDICAL EQUIPMENT

BID #: SC-0389-16 **OPEN DATE: 01/13/2016**

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: 10 **NUMBER RECEIVED:** 15 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject the following vendors, US Medsource (group 3 & 16), Sun Surgical Supply (group 4), 4MD Medical Solutions (group 5 & 16), Henry Schein (group 9), Ever Ready First Aid (group 10), Nashville Medical & EMS Products (group 17) for not bidding on all items in the group, Southeastern Emergency Equipment (group 4), Products Unlimited Inc. (group 5), Ever Ready First Aid (group 15) for not bidding the correct unit of measure. Southeastern Emergency Equipment (group 8), bid wrong price due to Manufacturers error. Zoll was rejected due to disagreement with Insurance and Indemnification Terms.

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 $865,735.98.

Henry Schein, Inc.	Group 16	$159,730.00
Midwest Medical Supply	Groups 1, 2, 3, 5, 8, 10, 13 & 17	$226,960.62
Bound Tree Medical	Groups 4 &14	$140,474.00
QuadMed,Inc.	Groups 6, 7, 9 & 11	$273,611.36
Ever Ready First Aid	Group 12	$ 19,600.00
Mercury Medical	Group 15	$ 45,360.00

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

Attachments: Recommendation Memo, Copy Terms and Condition, Tabulation Sheet, Rejection Letters

Analyst: KATHERINE NASWORTHY **RESPECTFULLY SUBMITTED:** For 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: 1-28-16

OTHER: ____

ACTION OF AWARDING AUTHORITY DATE 1/28/16

APPROVED ✓ DISAPPROVED ____

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

OTHER ____

SIGNATURE OF AUTHENTICATION ____

OFFICE OF THE CHIEF OF RESCUE

January 26, 2016

TO: Katherine Nasworthy, Buyer

FROM: David S. Castleman, Chief of Rescue

RE: **BID SC-0389-16 DISPOSABLE SHEETS AND MEDICAL EQUIPMENT**

After reviewing the bids submitted for SC-0389-16 Disposable Sheets and Medical Equipment, we recommend awarding the bid as follows:

Group 1 Disposable Stretcher Sheets and Blankets--Award to Midwest Medical LLC as the lowest conforming bidder.

Group 1 Total: $34,448.50

Group 2 Portable Suction Units and Accessories—Award to Midwest Medical LLC as the lowest conforming bidder.

Group 2 Total: $5,000.00

Group 3 Pulse Oximetry Equipment—Award to Midwest Medical LLC as the lowest conforming bidder. The lowest vendor, US Medsource LLC did not bid all items in the group and are therefore excluded.

Group 3 Total: $20,915.70

Group 4 Cervical Immobilization Devices—Award to Bound Tree Medical as the lowest conforming bidder. The lowest vendor, Southeastern Emergency Equipment bid an each price for Item 4 Sticky Block where a 12/Case price is requested (see e-mail from Verlie Altmann). The next lowest vendor, Sun Surgical Supply did not bid all items in the group and are therefore excluded.

Group 4 Total: $81,220.00

Jacksonville
Where Florida Begins.

515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.630.7055 | Fax: 904.630.4560 | davids@coj.net

TERMS AND CONDITIONS
Disposable Sheets and Medical Equipment

1. SCOPE
The City of Jacksonville's Fire and Rescue Department is currently accepting bids to obtain a source of supply for the items/services as outlined in the bid documents provided. The purpose of this bid invitation is to obtain information about your firm and its ability to provide these items/services and to obtain pricing commitments for Disposable Sheets and Medical Equipment as listed in the bid documents.

2. AWARD
Award will be **BY GROUP** to the lowest responsive, responsible bidder. The City reserves the right to reject any or all bids, whichever is in the best interest of the City. **ALL** awards are subject to the availability of funds.

3. TERM OF AGREEMENT
The term of this agreement is one (1) year from date of award with two (2) one (1) year renewal options. Renewal options may be exercised at the discretion of the City based on supplier performance and adherence to the terms and conditions set forth in the bid documents.

4. PRE-BID CONFERENCE
Not Applicable

5. COMPLIANCE WITH SPECIFICATIONS
The bidder, by affixing their signature to the bid form submitted, agrees to provide the items/services in accordance with the bid documents provided. Bid only a single offering for each bid item. Multiple offerings, alternates (unless stated) and or stipulations may be cause for bid rejection. Bid only on forms provided herein unless otherwise stated. Bid submissions shall be in ink or typewritten. All corrections must be initialed.

6. STATE CONTRACTS
The City reserves the right to utilize contracts established by the State of Florida and or other governmental agencies for service(s) covered under this bid. The city reserves the right to cancel this contract in whole or in part for such service(s).

7. QUANTITIES
Quantities indicated reflect the estimated quantities to be purchased throughout the contract period and are subject to fluctuation in accordance with actual requirements. The City reserves the right to add or delete items, or increase the volume of services required, or not to make any purchase against this bid if it so deems necessary at any time during the contract period.

8. PRICES
All unit prices shall include freight, delivery, and handling charges to the delivery location as outlined in the bid documents.

9. ESCALATION / DE-ESCALATION

All pricing submitted shall remain firm for the initial term period. Upon renewal (if applicable), a supplier may submit in writing a request for price escalation/de-escalation for the percentage of change as listed in the Consumer Pricing Index (CPI) and/or documentation notifying of an industry wide increase. The City reserves the right to decline any price increase request.

10. DELIVERY

Jacksonville Fire and Rescue Department, 515 North Julia Street, Jacksonville, FL 32202 Attn: Basement/Logistical Support. A packing list shall accompany all shipments, which shall indicate, at a minimum , the following; purchase order number, item number and description, date of shipment, quantity ordered, and shipped, unit price, and unit of measure.

11. PICK UP AND RETURNS

The City reserves the right to return an order in whole or in part if the merchandise is not in compliance with the bid specifications. The City or its agencies will determine compliance with bid specifications. Pick-up and returns will be made within 48 hours of notification at no charge to the City or its agencies.

12. SUPPLIER ACCESSIBILITY

The City or its representative must be able to contact, during normal business hours, by telephone or email any supplier providing goods or services to the City or its agencies. Any supplier accessibility requirements outlined in the specifications supersede this section.

13. REPORTING

The City may request, during the term of this bid, reports including but not limited to; usage, pricing, and delivery. Suppliers will be required to provide reports requested in hard copy and electronic format as required.

14. INVOICING

Invoices will be issued once supplies/services are delivered and/or rendered to the City of Jacksonville or its agencies. At a minimum, invoices must include; purchase order number or contract number, item number and description, date of shipment, quantity ordered and shipped, unit prices, unit of measure, and extended totals. Payment terms are Net 30 days. All original invoices shall be submitted to: City of Jacksonville, General Accounting Division, 117 West Duval Street, Suite 375, Jacksonville, Florida 32202.

15. INSURANCE / INDEMNIFICATION

Each supplier shall maintain, for the entire term of this bid, current insurance coverage as stated in the bid documents. All insurance certificates shall list the City of Jacksonville as an additional insured.

QWS3270X 1/24/2017 10:44 AM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 01/24/2017
LINK TO: ACCOUNT SUMMARY INQUIRY 10:44 AM

FISCAL MO/YEAR : 04 2017 CURRENCY CODE :
INDEX CODE : FRRS011 RESCUE & FIRST AID
SUBOBJECT : 05216 OTHER OPERATING SUPPLIES
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	JAN 2017	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	1,244,030.50	1,244,030.50
EXPENDITURES	207,167.99	477,190.43	477,190.43
ENCUMBRANCES	-170,019.18	98,215.91	98,215.91
PRE-ENCUMBRANCES	-812.70	.00	.00
REMAINING BALANCE	-36,336.11	668,624.16	668,624.16

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

G014 - RECORD FOUND