SUBJECT: Medical Unit Supplies for Fire Rescue

BID #: SC-0484-18 **OPEN DATE: 06/06/2018**

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:** 9 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to change the vendor name from Southeastern Emergency Equipment to Bound Tree Medical, LLC for the assumption of the City contract for Groups 3 and 10, with no change to the current pricing or terms and conditions for the period ending July 6, 2019.

Total estimated annual expenditure not-to-exceed amount remains the same at $282,208.20.

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, Division Chief/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 26, 2019

TO: Gregory Pease, Director of Procurement

FROM: David S. Castleman, Division Chief/Rescue

RE: Bound Tree Medical Acquisition of Southeastern Emergency Equipment

Bound Tree Medical, LLC entered into an agreement to acquire Southeastern Emergency Equipment, Inc and will assume full operational control of Southeastern Equipment, Inc. The full integration of the business is to be complete by Monday, February 25, 2019.

Therefore, we are requesting Group 3 and Group 10 of BID SC-0484-18 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

February 22, 2019

Taryn Manser
Purchasing Analyst
City of Jacksonville
Procurement Division
214 N. Hogan St., Suite 105
Jacksonville, FL 32202

Dear Taryn,

Bound Tree Medical, LLC is pleased to announce it has acquired Southeastern Emergency Equipment, Inc. ("Southeastern"). Please refer to the attached press release for further information. As of February 25, 2019, Bound Tree Medical will fully assume the contract City of Jacksonville has with Southeastern and will honor all its terms and conditions. Until then, Southeastern will continue to be the responsible entity under the contract.

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 Southeastern, please do not hesitate to reach out to us:

Bound Tree Account Manager (sales and ordering) : Mario Garza
Bound Tree Pricing Analyst (contracts) : Sammy Hanafi

You may begin placing orders with Bound Tree Medical as of February 25, 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.

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

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

For Immediate Release **January 28, 2019**

Bound Tree Medical to Acquire Southeastern Emergency Equipment, Inc.

DUBLIN, Ohio – Bound Tree Medical, LLC, announced today that the company has signed a definitive agreement to acquire Southeastern Emergency Equipment, Inc. from its founder and CEO, Donald Pleasants. Southeastern Specialty Vehicles (SSV) and EMS American LLC, both sister companies to Southeastern Emergency Equipment, are not included in this agreement.

Bound Tree Medical will assume full operation of the Southeastern Emergency Equipment business under the Bound Tree brand name. The businesses will be fully integrated and Bound Tree will begin servicing Southeastern customers starting February 25, 2019.

Southeastern Emergency Equipment, also known as SEEquip, has been a leader in the industry for over 40 years serving the pre-hospital market with a dedication and a commitment to serving those who save lives. *"Their values-oriented culture is very much like our own with respect to serving customers, partnering with vendors and caring for employees,"* said Brian LaDuke, President Emergency Preparedness, a division of Sarnova, Bound Tree's parent company. *"We have enormous respect for them as a competitor, and now we are excited to have them become part of the Bound Tree organization,"* he added.

"Fit is everything," exclaimed Southeastern Emergency Equipment's Donald Pleasants. *"Bound Tree and Southeastern share the same core values and passion to do what's right for our customers and our employees - both short-term and long-term. I am glad to have Bound Tree as a partner to carry on our dedication and commitment to the EMS profession we hold so dear in our hearts."*

Bound Tree Medical and Southeastern Emergency Equipment will work together to ensure customers continue to get the products and services they have come to trust and expect. *"We are excited to have Southeastern Emergency Equipment join forces with Bound Tree to serve more fire and EMS customers. With the strength of both companies under one brand, our sales and customer care teams will be able to help even more EMS customers save minutes and save lives,"* Tim Rubert, Vice President of Bound Tree Sales, remarked.

Patricia Industries, a part of Investor AB, and owner of Sarnova and its companies, is committed to helping Bound Tree Medical reach its full potential. *"By investing in best in class companies with shared values, we believe in building sustainable growth for our companies, their partners and customers,"* said Yuriy Prilutskiy, Managing Director of Patricia Industries.

Further communications regarding the transition are forthcoming.

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 Investor AB
Investor, founded by the Wallenberg family a hundred years ago, is the leading owner of high quality Nordic-based international companies. Through board participation, our industrial experience, network and financial strength, we strive to make our companies best-in-class. Our holdings include, among others, ABB, Atlas Copco, Ericsson, Mölnlycke and SEB. For more information, visit www.investorab.com.

About Southeastern Emergency Equipment

Southeastern Emergency Equipment, also known as SEEquip, is a regional specialty distributor of medical supplies, training and education solutions serving EMS and Fire. Southeastern was founded more than four decades ago on the core values of trust, respect, accountability and commitment. For more information, visit www.seequip.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: Medical Unit Supplies for Fire Rescue

BID #: SC-0484-18 **OPEN DATE:** 06/06/2018

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:** 9 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Recommend approval to reject the following vendors by Group for failure to provide unit pricing as requested on the bid form: NAO Global Health, LLC-Group 5, Taylors Pharmacy-Group 5, HillUSA-Group 6, Nashville Medical & EMS Products, Inc.-Group 8.

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 $282,208.20.

Concordance Healthcare Solutions, LLC- Groups 1 & 8	Total $ 69,269.40
Quadmed, Inc. – Groups 2 & 6	Total $123,084.40
Southeastern Emergency Equipment – Groups 3 & 10	Total $ 73,346.00
Nashville Medical & EMS Products, Inc. – Group 4	Total $ 2,152.90
Henry Schien, Inc. – Groups 5	Total $ 14,355.50

Group seven (7) will not be awarded at this time.
Group nine (9) will not be awarded. This item is on a previous bid package.

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

Analyst: MARLEEN DORAN **RESPECTFULLY SUBMITTED:** GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: David S. Castleman, Division Chief/Rescue

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

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 7/5/18

OTHER:

ACTION OF AWARDING AUTHORITY DATE 7/7/18

APPROVED DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

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