




## Interoffice Memorandum

May 16, 2017

TO: Mayor Teresa Jacobs  
and the Board of County Commissioners

FROM:  Carrie Woodell, Manager, Procurement Division

CONTACT: Anthony Rios, Division Chief, Infrastructure and Support  
Fire Rescue Department

SUBJECT: Award of Invitation for Bids Y17-108-MG, EMS Equipment and  
Supplies-Term Contract

### ACTION REQUESTED:

Approval to award Invitation for Bids Y17-108-MG, EMS Equipment and Supplies – Term Contract, to the low responsive and responsible bidders line by line, for 1-year term contracts, in the total contract award amounts listed below. Further request authorization for the Procurement Division to renew the contracts for four additional 1-year terms.

<u>BIDDER</u>	<u>AWARDED ITEMS</u>	<u>TOTAL CONTRACT AWARD AMOUNT</u>
Bound Tree Medical, LLC	LOT A: 2, 3, 4, 5, 6, 7, 10, 11, 18, 21	\$1,011,420.45
	LOT B: 1, 2, 3, 4, 5, 6, 21, 29, 30, 31, 32, 33, 34, 35, 39, 40, 41, 42, 52, 53, 54, 55, 56, 57, 58, 60, 61, 62, 63, 64, 66	
	LOT C: 15, 16, 17, 22, 25, 29, 30, 31, 32, 40, 45, 46	
	LOT D: 15, 19, 20, 23, 27, 28, 29, 30, 34, 43, 52, 56, 57, 58, 59, 67, 68	
Henry Schein, Inc.	LOT A: 15, 16, 17	\$126,929.30
	LOT B: 19, 20, 38	
	LOT C: 5, 18, 26, 27, 43	
	LOT D: 5, 12, 16, 18, 26, 33, 44, 50, 62, 64	

<u>BIDDER</u>	<u>AWARDED ITEMS</u>	<u>TOTAL CONTRACT AWARD AMOUNT</u>
Midwest Medical Supply Co., L.L.C.	LOT A: 1, 13, 19	\$194,062.10
	LOT B: 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 59	
	LOT C: 2, 3, 6, 7, 8, 9, 10, 11, 12, 41, 44	
	LOT D: 6, 8, 17, 21, 22, 24, 32, 45, 48, 49, 65	
Nashville Medical & EMS Products, Inc.	LOT A: 14	\$835,030.10
	LOT B: 18, 22, 23, 24, 25, 26, 27, 28, 43, 44, 45, 46, 47, 48, 49, 50	
	LOT C: 21, 33	
	LOT D: 4, 9, 13, 14, 31, 55, 60, 66	
Quadmed, Inc.	LOT A: 20	\$472,317.00
	LOT B: 36, 37	
	LOT C: 1, 4, 20, 24, 34, 35, 36, 37, 38, 39	
	LOT D: 1, 11, 35, 36, 37, 38, 39, 54	

PROCUREMENT:

These contracts will provide the desired level of quality of EMS equipment and supplies as required by the Fire Rescue Department. They represent a large list of products required by EMS to support the delivery of emergency services.

FUNDING

Funding is available in following accounts:

1009-034-0630-3185	1009-034-0630-4123
1009-034-0630-3510	1009-034-0630-4126
1009-034-0630-3820	1009-034-0630-4139
1009-034-0630-4040	1009-034-0630-4143
1009-034-0630-4110	1009-034-0630-4164
1009-034-0630-4115	1009-034-0630-6410

APPROVALS:

The Fire Rescue Department and the Business Development Division concur with this recommendation.

REMARKS:

Ten bids were received in response to the Invitation for Bids. The bids were evaluated for price, responsiveness and responsibility. Physio-Control, Inc. and Teleflex Medical Incorporated were determined to be non-responsive for all lots because their bids did not include the revised bid form issued through Addendum 2. Henry Schein, Inc. was deemed non-responsive for LOT C items 32, 34, 35, 45, and 46 because the bid deviated from the required specific brand.

Staff performed a technical evaluation of the bids and determined that each low bid was reasonable based on market research and experience. The bidders have been determined to be the low responsive and responsible bidders for the items listed and are recommended for award. The remaining items were awarded within Procurement's authority to Ever Ready First Aid & Medical Supply, Guardian Medical Products, LLC, and Interboro Packaging Corporation.




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

March 27, 2017

TO: Maria Guevara-Hall, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y17-108-MG, EMS Supplies

The Business Development Division evaluated the **8 bids** submitted for this project and found that **none** of the bidders are Orange County Certified Minority Women Business Enterprises. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

