




May 3, 2018

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From:  Carrie Woodell, Manager, Procurement Division

Contact: Blain Mustain, Senior Monitoring and Evaluator Coordinator,
Health Services Department, 407-836-8994

Subject: Award of Invitation for Bids Y18-1005-KF, Veterinary Pharmaceuticals

ACTION REQUESTED:

Approval to award Invitation for Bids Y18-1005-KF, Veterinary Pharmaceuticals, to the two low responsive and responsible bidders, Butler Animal Health Holding Company, LLC dba Henry Schein Animal Health as the primary source of supply for line items 1, 4, 6, 7, 8, 9, 11, 12, 13, 16, 17, 18, 19, 20, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 38, 39, 41, 43, and 44 and secondary source of supply for line items 2, 3, 5, 10, 14, 15, 21, 37, 40, 42, and 45 in the estimated contract award amount of \$420,138.35 for a 1-year term, and Patterson Veterinary Supply, Inc. as the primary source of supply for line items 2, 3, 5, 10, 14, 15, 21, 37, 40, 42, and 45, and secondary source of supply for line items 1, 4, 6, 7, 8, 9, 11, 12, 13, 16, 17, 18, 19, 20, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 38, 39, 41, 43, and 44 in the estimated contract award amount of \$454,946.15 for a 1-year term. Further request authorization for the Procurement Division to renew the contracts for two additional 1-year terms.

PROCUREMENT:

This contract will provide pharmaceuticals to support the care of animals in the custody of the Animal Services Division.

FUNDING:

Funding is available in account number 0001-060-2392-4140.

APPROVALS:

The Health Services Department and the Business Development Division concur with this recommendation.

REMARKS:

Five bids were received in response to this Invitation for Bids Y18-1005-KF and were evaluated for responsiveness, responsibility and price reasonableness. HSB Veterinary Supplies, Inc., Midwest Veterinary Supply, Inc., and Suncoast Surgical and Medical Supply were deemed non-responsive for failure to acknowledge Addendum #1. The lowest responsive and responsible bidders, Butler Animal Health Holding Company, LLC dba Henry Schein Animal Health and Patterson Veterinary Supply, Inc., meet all of the requirements of this solicitation.

Two contracts are required to meet projected demands for these services. It is the intent to award to Butler Animal Health Holding Company, LLC dba Henry Schein Animal Health and Patterson Veterinary Supply, Inc. to meet the projected demands and award according to the above mentioned primary and secondary line item actions requested.

Bid prices submitted for Line Items 9, 13, 16, 17, 18, 19, 20, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 38 and 39 were the same for Butler Animal Health Holding Company, LLC dba Henry Schein Animal Health and Patterson Veterinary Supply, Inc. The unusual number of identical prices for these line items is due to the fact that the County has Animal Shelter pricing agreements with the manufacturers (Merck Animal Health, Bayer Health Care and IDEXX Laboratories).

Manufacturers afford these pricing agreements to animal shelters. However, the pharmaceuticals are only sold through distributors at the manufacturers' established price. As a result, the bids for a considerable number of the line items are identical.

Therefore, recommendation for award is made to Butler Animal Health Holding Company, LLC dba Henry Schein Animal Health and Patterson Veterinary Supply, Inc.

The bid tabulation is as follows:

HSB Veterinary Supplies, Inc.	Non-Responsive
Midwest veterinary supply, Inc.,	Non-Responsive
Suncoast Surgical and Medical Supply	Non-Responsive
Butler Animal Health Holding Company, LLC dba Henry Schein Animal Health	\$420,138.35
Patterson Veterinary Supply, Inc.	\$454,946.15




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

April 30, 2018

TO: Todd Jackson, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB #Y18-1005-KF, Veterinary Pharmaceuticals

The Business Development Division evaluated the **2 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

