



# City Council Report

**Date:** October 16, 2017  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Three-Year Term Contract for Trauma Kits for the Police Department  
(Citywide)

## Purpose and Recommendation

Council is requested to approve the Term Contract for Trauma Kits as recommended.

The Police Department and Purchasing recommend awarding the contract to the lowest, responsive and responsible bidder, Bound Tree Medical, LLC at \$100,000.00 annually, based on estimated requirements.

## Background / Discussion

The Police Department requests the purchase of trauma kits. The trauma kits include tourniquets and hemorrhage control systems that will be issued to Police Officers to enhance the survivability rate of victims involved in tragic events.

The City received four responses including samples as required in the Request for Bid solicitation. An evaluation team evaluated the responses and samples and recommended awarding the contract to Bound Tree Medical, their response offered the lowest unit price for both the sealed kit and the re-sealable kit. The evaluation team also determined that the vendor that received the award for these kits would also receive the award for the replacement items.

## Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

## Fiscal Impact

The initial purchase of approximately \$33,000.00 will be funded by Officer Safety Equipment funds. As on-going supplies are needed, funding will be identified at that time.

The Department has requested an annual contract of \$100,000.00 for future purchases as kits and supplies need to be replaced due to use and/or expiration.

## Coordinated With

Police Department and Purchasing

### **PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Request for Bids

Solicitation Number: 2017181

Vendors Registered: ProcureAZ (129) Vendor Self Service (21)

Advertising: ProcureAZ and Purchasing Website

Downloads: 33

Responses: 7 (includes 3 Non-Responsive)

Local Consideration: N/A as there were no Mesa responses

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Two, one-year renewals subject to future Council consideration

Prices: Future price increases are capped by the Consumer Price Index

Pricing Available to Other Cooperative Agencies: Yes

### **July 18, 2017 Responses**

| Vendor  | Item No. 1<br>Bid Amount | Item No. 2<br>Bid Amount | Replacement<br>Items<br>Bid Amount | Total Net Bid |
|---|--------------------------|--------------------------|------------------------------------|---------------|
| Bound Tree Medical, LLC<br>Dublin, OH<br>(Recommended)                  | \$32,016.00              | \$35,658.00              | \$121.33                           | \$67,795.33   |
| Life-Assist, Inc.<br>Rancho Cordova, CA                                 | \$35,850.00              | \$40,080.00              | \$123.60*                          | \$76,053.60   |
| Midwest Medical Supply<br>Co., LLC dba MMS-A<br>Medical Supply City, MO | \$35,118.00              | \$39,276.00              | \$127.89*                          | \$74,521.89   |
| Carey & Company<br>dba Rescue Essentials<br>Salida, CO                  | \$37,200.00              | \$40,200.00              | \$122.16                           | \$77,522.16   |

\* Bid Substitute Product(s)

### **Bids deemed Non-Responsive**

All State Police Equipment Co. Inc. – Pomona, CA (Did not sign Respondent Certification Form or submit Required Samples)

Altitude Technologies dba Chinook Medical Gear, Inc. – Durango, CO (Did not sign Respondent Certification Form or submit Required Samples)

Milex Technologies – Elko, NV (Did not submit Required Response Forms or Required Samples)

**AWARD RECOMMENDATION**

***Bound Tree Medical, LLC***

**Dublin, OH**

| Description  |
|--|
| <p>Trauma Kits per Agreement No. 2017181, Exhibits – Detailed Specifications; Pricing, and Mesa Standard Terms and Conditions; Solicitation including any addenda; and Contractor Response</p> <p><b>Annual Contract Amount: <u>\$100,000.00</u>*</b></p> <p>* The initial purchase of approximately \$33,000.00 will be funded by Officer Safety Equipment funds. The Department has requested an annual contract of \$100,000.00 for future purchases as kits and supplies need to be replaced due to use and/or expiration.</p> |