



City Council Report

Date: July 8, 2019
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Three-Year Term Contract with Two Years of Renewal Options for
Emergency Medical Supplies and Pharmaceuticals for the Mesa Fire and
Medical Department **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

The Mesa Fire and Medical Department (MFMD) and Purchasing recommend awarding the contract to the highest scored proposal from Bound Tree Medical, LLC, at \$535,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

This contract provides medical supplies per specifications for all emergency medical operations. MFMD's Emergency Medical Services and the Resources Divisions purchase and stock emergency medical supplies including pharmaceuticals for distribution to its fire stations.

These emergency medical supplies include pharmaceuticals; airway and oxygen delivery items; diagnostic supplies; first aid supplies; infection control supplies; instruments; IV supplies; monitoring and defibrillation equipment; patient handling equipment; splinting and immobilization supplies; suction and related equipment; wound care and related supplies; and miscellaneous supplies. Bound Tree Medical, LLC will provide the City with eight, UCapIt Dispensing Systems and related software for the initial contract term. The dispensing machines will allow sworn fire personnel to restock apparatus with pharmaceuticals at select fire stations rather than driving and replenishing at the hospital. The machines will reduce apparatus from being out of service and will create security measures for the controlled substances and medications.

The City received nine proposals, seven of which met the minimum qualifications. The evaluation committee completed the scoring based on the evaluation criteria in the solicitation and award is being recommended to the highest scored respondent, Bound Tree Medical, LLC. The evaluation committee unanimously agreed on the recommendation.

Purchase Information

Action: Award
Procurement Type: Request for Proposals
Contract Number: 2019105
Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years, renewals subject to Administrative review and approval

Funding Source: Mesa Fire and Medical Department operating budget

Proposal Responses

Bound Tree Medical - Dublin, OH

Concordance Healthcare Solutions, LLC - Tiffin, OH

Henry Schein, Inc. - Irmo, SC

Life Assist, Inc. - Rancho Cordova, CA

McKesson Medical - Surgical - Richmond, VA

Medline Industries, Inc. - Northfield, IL

Zoll Medical Corp. - Chelmsford, MA

Medicalshop, Inc. - New Milford, CT and TS Pharm – Irvine, CA (Non-Responsive – Vendor submitted an incomplete proposal response)

No Bid Response received from:

RXSupply

Preliminary Scoring

Respondent	Total Points Possible / 100
Bound Tree Medical	79.37
Concordance Healthcare Solutions, LLC	54.65
Henry Schein, Inc.	70.06
Life Assist, Inc.	71.98
McKesson Medical - Surgical	64.39
Medline Industries, Inc.	50.48
Zoll Medical Corp.	16.28

Final Scoring

Respondent	Total Points Possible / 100
Bound Tree Medical (Recommended)	<u>83.98</u>