

## AGENDA



Thursday, October 18, 2007

**Purchasing Office  
RECOMMENDATION FOR COUNCIL ACTION**

Item No. 29

**Subject:** Authorize award and execution of eight 24-month requirements supply contracts with MOORE MEDICAL, New Britain, CT in an estimated amount not to exceed \$212,733, SOUTHERN SAFETY SALES, Austin, TX in an estimated amount not to exceed \$273,825, TRI-ANIM HEALTH SERVICES, INC., Sylmar, CA in an estimated amount not to exceed \$239,652, ALLMED, Russelville, MO in an estimated amount not to exceed \$10,920, BOUND TREE MEDICAL, LLC, Dublin, OH in an estimated amount not to exceed \$47,571, McKESSON MEDICAL-SURGICAL, Inc., Richmond, VA in an amount not to exceed \$91,825, QUADMED, Inc., Jacksonville, FL in an amount not to exceed \$86,354, SUNBELT MEDICAL/EMERGI-SOURCE, Hilton Head Island, SC in an estimated amount not to exceed \$15,440, for medical supplies and medications. Each contract includes two 12-month extension options in estimated amounts equal to one-half of the original contract award. In addition, four items were identical bids between two bidders. Per Chapter 271.901 of the Local Government Code, the municipality must select from the identical bids by the casting of lots. The total award amounts listed will be adjusted based on the results of the casting of lots. Item numbers additionally awarded by the drawing of lots will be included in the contract award.

**Amount and Source of Funding:** Funding in the amount of \$163,052 is available in the Fiscal Year 2007-2008 Operating Budget of the Austin Fire Department. Funding in the amount of \$326,107 is available in the Fiscal Year 2007-2008 Operating Budget of the Emergency Medical Services Department. Funding for the remaining twelve months of the original contract period and extension options is contingent upon available funding in future budgets.

**Fiscal Note:** There is no unanticipated fiscal impact. A fiscal note is not required.

**For More Information:** Sydney Ceder, Senior Buyer/974-2035

**Purchasing Language:** Lowest bids of 10 bids received.

**MBE/WBE:** This contract will be awarded in compliance with Chapter 2-9D of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified, therefore, no goals were established for this solicitation.

These contracts will provide for medical supplies, soft goods, and medications used in pre-hospital patient care by the Austin-Travis County Emergency Medical Services (A/TCEMS) System.

The A/TCEMS System includes:

- The Austin-Travis County Emergency Medical Services Department, which provides Advanced Life Support response and transport to all areas inside the Travis County boundaries and outside Travis County through the Star Flight air medical program.
- The Austin Fire Department, which provides Basic Life Support first response to areas inside the City of Austin boundaries.
- The Travis County First Responder organizations, which provide both Basic Life Support and Advanced Life Support first response to areas outside the City of Austin boundaries.

The products included in these medical supply contracts are used daily to treat and stabilize the sick, traumatically injured, and other types of patients which our A/TCEMS System responds to 24 hours per day, 365 days per year.

Examples of products:

- Medications used by the Paramedics to treat and stabilize patients that have had or are having a heart attack, heart complications, a stroke, breathing difficulties, a diabetic event, or other ailment.
- Soft goods including all of the necessary items to administer the medications, such as breathing and airway management items, spinal immobilization items and bandaging, splint items for lacerations, wounds from violent attacks, and bone fractures.
- Medical Supplies would include non-capital diagnostic tools and other necessary items used by all responding agencies (e.g. blood pressure cuffs, thermometers, laryngoscope blades and handles, glucometers, blankets, and sharps containers for used I.V. catheters and needle disposal).

Items were recommended for award based on the lowest bidder meeting specification by group, sub-group and/or individual item.

In addition, four items were identical bids among two bidders. Per Chapter 271.901 of the Local Government Code, the municipality must select from the identical bids by the casting of lots. The casting of lots must be done in a manner proscribed by the Mayor of the municipality and must be conducted in the presence of the governing body of the municipality. The total award amounts will be adjusted based on the results of the casting of lots.

#### PRICE ANALYSIS

- a. Adequate competition.
- b. Eighteen notices were sent. There are no known MBEs/WBEs available for this commodity. Ten bids were received.
- c. The pricing offered reflects a 2% increase to the last contract award in June 2006.

#### APPROVAL JUSTIFICATION

- a. Lowest bids received.
- b. The Purchasing Office concurs with the Emergency Medical Services Department's and Austin Fire Department's recommended awards.
- c. Advertised in the Austin American-Statesman and on the internet.