

AGENDA



Thursday, January 28, 2010

**Purchasing Office
RECOMMENDATION FOR COUNCIL ACTION****Item No. 37**

Subject: Authorize award and execution of nine 24-month requirements supply contracts for medical supplies and medications with the following vendors: HENRY SCHEIN MATRIX MEDICAL, Irmo, SC, in an estimated amount not to exceed \$403,695, with two 12-month extension options in an estimated amount not to exceed \$201,848 per extension option, for a total estimated contract amount not to exceed \$807,391; MCKESSON MEDICAL SURGICAL, INC., Richmond, VA, in an estimated amount not to exceed \$359,966, with two 12-month extension options in an estimated amount not to exceed \$179,983 per extension option, for a total estimated contract amount not to exceed \$719,932; TW MEDICAL, Lago Vista, TX, in an estimated amount not to exceed \$176,750, with two 12-month extension options in an estimated amount not to exceed \$88,375 per extension option, for a total estimated contract amount not to exceed \$353,500; SOUTHERN SAFETY SALES, Austin, TX, in an estimated amount not to exceed \$123,321, with two 12-month extension options in an estimated amount not to exceed \$61,661 per extension option, for a total estimated contract amount not to exceed \$246,643; MIDWEST MEDICAL SUPPLY CO., Earth City, MO, in an estimated amount not to exceed \$79,522, with two 12-month extension options in an estimated amount not to exceed \$39,761 per extension option, for a total estimated contract amount not to exceed \$159,044; BOUND TREE MEDICAL, LLC, Dublin, OH, in an estimated amount not to exceed \$71,012, with two 12-month extension options in an estimated amount not to exceed \$35,506 per extension option, for a total estimated contract amount not to exceed \$142,024; QUADMED, INC., Jacksonville, FL, in an estimated amount not to exceed \$40,616, with two 12-month extension options in an estimated amount not to exceed \$20,308 per extension option, for a total estimated contract amount not to exceed \$81,232; NATIONAL ENVIRONMENTAL, Marietta, GA, in an estimated amount not to exceed \$30,772, with two 12-month extension options in an estimated amount not to exceed \$15,386 per extension option, for a total estimated contract amount not to exceed \$61,544; and PMI PROGRESSIVE MEDICAL INTERNATIONAL, Vista, CA, in an estimated amount not to exceed \$23,053, with two 12-month extension options in an estimated amount not to exceed \$11,526 per extension option, for a total estimated contract amount not to exceed \$46,105.

Amount and Source of Funding: Funding in the amount of \$436,236 is available in the Fiscal Year 2009-2010 Operating Budget of the Emergency Medical Services Department. Funding for the remaining 16 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 eleven 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, 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 for which the 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).

MBE/WBE solicited: 16/28

MBE/WBE bid: 0/0

PRICE ANALYSIS

- a. Adequate competition.
- b. Eight hundred fifty-nine notices were sent, including 16 MBEs and 28 WBEs. Eleven bids were received, with no response from the MBE/WBEs.
- c. The pricing offered reflects a 9% 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 recommended awards.
- c. Advertised in the Austin American-Statesman and on the Internet.