

A U S T I N C I T Y C O U N C I L

A G E N D A



Thursday, May 18, 2006

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Hcm# 19

Purchasing Service Agreement RECOMMENDATION FOR COUNCIL ACTION

Subject: Authorize execution of ten 12-month supply agreements with MCKESSON MEDICAL-SURGICAL, Richmond, VA, EMERGENCY MEDICAL SUPPLY, Shepherdsville, KY, SOUTHERN SAFETY SALES, Austin, TX, TRI-ANIM HEALTH SERVICES, Sylmar, CA, SUN BELT MEDICAL/EMERGI-SOURCE, Hilton Head Island, SC, BOUND TREE MEDICAL, Dublin, OH, ALLIANCE MEDICAL, Russellville, MO, MASIMO AMERICAS, Irvine, CA, CVC INC., Arlington, TX, and TW MEDICAL, Lago Vista, TX, for medical supplies and medications in amounts not to exceed \$504,472, \$224,837.80, \$216,190, \$194,476.45, \$172,452.50, \$154,775.50, \$123,472.15, \$119,262.50, \$118,550 and \$78,760 respectively, with two 12-month extension options in amounts not to exceed \$504,472, \$224,837.80, \$216,190, \$194,476.45, \$172,452.50, \$154,775.50, \$123,472.15, \$119,262.50, \$118,550 and \$78,760 respectively per extension option, for total agreement amounts not to exceed \$1,513,416, \$674,513.40, \$648,570, \$583,429.35, \$517,357.50, \$464,326.50, \$370,416.45, \$357,787.50, \$355,650 and \$236,280 respectively. In addition, nine items were identical bids among two or more 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 \$613,999.60 is available in the Fiscal Year 2005-2006 Approved Operating Budget of the Emergency Medical Services Department. Funding in the amount of \$21,750 is available in the Fiscal Year 2005-2006 Approved Operating Budget of the Austin Fire Department. Funding for the remaining eight months of the original contract period and the extension options is contingent upon available funding in future budgets.

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

Additional Backup Material

(click to open)

☐ Medical Supplies 051806MO
IDENTICAL BIDS/BID TAB

For More Information: Mick Osborne, Sr. Buyer/974-2995

Purchasing Language: Lowest bids per item or group of 19 bids received.

MBE/WBE: This contract will be awarded in compliance with Chapter 2-9 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 the 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 are 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 include all of the necessary items to administer the medications, such as breathing and airway management items, spinal immobilization items and bandaging and 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. Examples would include blood pressure cuffs, thermometers, laryngoscope blades and handles, glucometers, blankets and sharp containers for used I.V. catheters and needle disposal.

Items were recommended for the low bidder meeting specification by group, sub-group and/or individual item.

Nine items were identical bids among two or more bidders (see Attachment). 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 listed in the Subject will be adjusted based on the results of the casting of lots.

MBE/WBE solicited: 3/3 MBE/WBE bid: 0/0

PRICE ANALYSIS

- a. Adequate competition.
- b. Eighty eight notices were sent, including three MBEs and three WBEs. Thirty-one solicitations were issued, including two MBEs with no WBEs. Nineteen bids were received with no MBEs/WBEs responding.
- c. The bid pricing offered reflects a 2.8% decrease from the last contract award in April, 2003.

APPROVAL JUSTIFICATION

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

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MEDICAL SUPPLIES AND MEDICATIONS FOR EMS/FIRE

Identical Bids

The following items were identical bids among two or more 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.

<u>Item</u>	<u>Bid Amount</u>	<u>Vendors</u>
1. Sterile suction catheters, 3 items	\$ 486	Emergency Medical Supply and Kentron
2. Surgical lubricant, 1 item	\$ 112	Emergency Medical Supply, Tri-Anim and Alliance
3. Disposable cold compress, 1 item	\$2,560	McKesson and Tri-Anim
4. Disposable prep razor, 1 item	\$ 270	Alliance and Kentron
5. Suction unit power cord, 1 item	\$3,105	Emergency Medical Supply and Alliance
6. IV catheter dressing, 1 item	\$8,910	Emergency Medical Supply, Progressive and TW Medical)
7. Newborn beni cap, 1 item	\$ 250	Kentron and McKesson
8. Epinephrine injection, 1 item	\$2,950	Sun Belt and Tri-Anim
9. Sterile water and Heparin Sodium injections, 2 items	\$5,650	McKesson and Sun Belt

AGENDA DATE: 042706MO
MEDICAL SUPPLIES AND MEDICATIONS FOR EMS/FIRE

BID TABULATION
MEDICAL SUPPLIES
IFB No. MO06100080 (392 line items)

<u>VENDOR</u>	<u>TOTAL BID (items bid)</u>	<u>AWARD AMOUNT (items awarded)</u>
Pro-Fire Equipment Olive Branch, MS	\$7,000.00 (1 item)	\$7,000.00 (1 item)*
CVC, INC. Arlington, TX	\$118,550.00 (8 items)	\$118,550.00 (8 items)
MASIMO AMERICAS Irvine, CA	\$119,262.50 (5 items)	\$119,262.50 (5 items)
Laerdal Medical Corporation Wappingers Falls, NY	\$127,038.20 (11 items)	
TW MEDICAL Lago Vista, TX	\$160,826.00 (22 items)	\$78,760.00 (6 items)
Ambu, Inc. Glenburnie, MO	\$191,100.00 (3 items)	
Medtronic Emergency Response Systems Redmond, WA	\$283,220.00 (8 items)	
Kentron Healthcare Springfield, TN	\$351,254.00 (87 items)	\$10,070.00 (9 items)*
Imed.com New York, NY	\$403,909.00 (55 items)	
SOUTHERN SAFETY SALES, INC. Austin, TX	\$516,733.60 (112 items)	\$216,190.00 (31 items)
Alko Enterprises Oklahoma City, OK	\$625,600.00 (86 items)**	
Progressive Medical International Escondido, Ca	\$878,184.75 (125 items)	\$22,616.60 (8 items)*
BOUND TREE MEDICAL, LLC Galloway, OH	\$924,105.30 (153 items)	\$154,775.50 (27 items)
EMERGENCY MEDICAL SUPPLY Shepherdsville, KY	\$924,676.30 (162 items)	\$224,837.80 (59 items)

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ALLIANCE MEDICAL Russellville, MO	\$1,403,506.73 (109 items)	\$123,472.15 (53 items)
TRI ANIM HEALTH SERVICES Sylmar, CA	\$1,992,685.06 (144 items)	\$194,476.45 (22 items)
Midwest Medical Supply St. Louis, MO	\$2,681,188.85 (129 items)	\$31,580.00 (11 items)*
SUN BELT MEDICAL/EMERGI-SOURCE Hilton Head Island, SC	\$3,135,044.50 (98 items)	\$172,452.50 (38 items)
MCKESSON MEDICAL-SURGICAL Richmond, VA	\$5,442,604.30 (345 items)	\$504,472.70 (71 items)

*Administrative awards.

**Alko Enterprises did not submit their bid on diskette as required by the solicitation.

Items were recommended for the low bidder meeting specification by group, sub-group and/or individual item.

Bid tabulation is on file in the Purchasing Office.