



## Recommendation for Action

**File #:** 19-1385, **Agenda Item #:** 28.

3/28/2019

### **Posting Language**

Authorize award of eight multi-term contracts for medical supplies, with Henry Schein Inc., Life-Assist Inc., Nashville Medical & EMS Products Inc., QuadMed Inc., Bound Tree Medical LLC, Concordance Healthcare Solutions, LLC, Southern Safety Sales Inc., and Derrah Morrison Enterprises, LLC D/B/A DME, LLC (WBE), each for up to five years for total contract amounts not to exceed \$18,315,300 divided among the contractors.

(Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9D Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

### **Lead Department**

Purchasing Office.

### **Client Department(s)**

Emergency Medical Services.

### **Fiscal Note**

Funding in the amount of \$1,831,530 is available in the Fiscal Year 2018-2019 Operating Budget of Emergency Medical Services. Funding for the remaining contract terms are contingent upon available funding in future budgets.

### **Purchasing Language:**

The Purchasing Office issued an Invitation for Bids (IFB) 9300 EAD0262 for these goods. The solicitation issued on April 16, 2018 and it closed on May 10, 2018. Of the thirteen offers received, the recommended contractors submitted the lowest responsive offers. A complete solicitation package, including a tabulation of the bids received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=124388)  
<[https://www.austintexas.gov/financeonline/account\\_services/solicitation/solicitation\\_details.cfm?sid=124388](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=124388)>.

### **For More Information:**

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or [AgendaOffice@austintexas.gov](mailto:AgendaOffice@austintexas.gov) <<mailto:AgendaOffice@austintexas.gov>>

NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Person: Erin D'Vincent, at 512-974-3070 or [Erin.DVincent@austintexas.gov](mailto:Erin.DVincent@austintexas.gov) <<mailto:Erin.DVincent@austintexas.gov>>.

### **Additional Backup Information:**

These contracts will provide medical supplies, soft goods, and medications used in pre-hospital patient care by the Austin-Travis County Emergency Medical Services (ATCEMS) and the Austin Fire Department (AFD). ATCEMS provides advanced life support response and transport to all areas inside the Travis County

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boundaries and AFD provides basic life support first response to areas inside the City boundaries.

The items included in these medical supply contracts are used daily to treat and stabilize sick, traumatically injured, and other patients in need of medical care. ATCEMS and AFD respond to emergencies 24 hours per day, 365 days per year. Medications are used by 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 the necessary items to administer 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 include diagnostic tools and other necessary items such as blood pressure cuffs, thermometers, laryngoscope blades and handles, glucometers, blankets, and sharp containers for used I.V.'s, catheters, and needle disposal kits.

These contracts will replace the current contract which expires April 27, 2019. Estimates are based on annual usage, forecasted future usage including approximately five new Emergency Medical Service stations opening during the term of this contract, and consolidating other expiring contracts into this new contract.

**Contract Detail:**

<b><u>Contract Term</u></b>	<b><u>Length of Term</u></b>	<b><u>Contract Authorization</u></b>
Initial Term	3 yrs.	\$ 9,930,000
Optional Extension 1	1 yr.	\$ 3,993,000
Optional Extension 2	1 yr.	\$ 4,392,300
<b>TOTAL</b>	<b>5 yrs.</b>	<b>\$18,315,300</b>

**Note:** Contract Authorization amounts are based on the City's estimated annual usage.