



# CITY OF HOUSTON - CITY COUNCIL

Meeting Date: 11/7/2018

ALL

Item Creation Date: 10/1/2018

S26683 - Medical, Dental, Ambulatory Supplies, and Pharmaceuticals - MOTION

Agenda Item#:

## **Background:**

Formal Bids Received August 2, 2018 for S21-S26683 - Approve various awards, as shown below, in the amount not to exceed \$15,240,903.00 for medical, dental, ambulatory supplies, and pharmaceuticals for various departments.

## **Specific Explanation:**

The Chief Procurement Officer recommends that City Council approve various awards, as shown below, in the amount not to exceed \$15,240,903.00 for medical, dental, ambulatory supplies, and pharmaceuticals for various departments. It is further requested that authorization be given to make purchases, as needed, for a **36-month period with two one-year options**. These awards consist of four (4) price lists and one (1) line item for medical, dental, ambulatory supplies, and pharmaceuticals which include, but are not limited to, biohazard waste bags, resuscitators, suction canisters, laryngoscope blades, nebulizer masks, tourniquets, bandages, anesthetics, cavity lines, root canal sealers, bite impressions, dry socket paste, ear loop masks, x-ray aprons, protective procedure gowns, wound care supplies, immobilizers, splints, assorted gloves, needles/syringes, various RX pharmaceuticals and over-the-counter drugs. These items will be utilized citywide by personnel in the Houston Airport System, Houston Health, Police and Fire Departments.

These are price lists and line item awards. Relative to the price list, the best discount which determines the low bid for price lists is the best bid received for quantities of high-use items selected as sample pricing items, based on the current needs of the departments. The bid total for sample pricing items does not represent the total amount to be purchased; rather, this recommendation is for the total estimated expenditures projected over the awarded term and based on the low bid submitted for the representative samples.

This project was advertised in accordance with the requirements of the State of Texas bid laws. Twenty-six (26) prospective bidders downloaded the solicitation document from SPD's e-bidding website and seven (7) bids were received as outlined below:

**Life-Assist, Inc.:** Award on its low bid meeting specifications for Group I (Bound Tree's Emergency Medical Product Catalog Price List) and on its low bid for Group V, Line Item No. 1 (adenosine) in the amount not to exceed **\$8,102,474.00**.

| <b><u>Company</u></b>           | <b><u>Sample Pricing &amp; Line Item Totals</u></b>    |
|---------------------------------|--|
| 1. Dental Health Products, Inc. | \$ 153.27 (Partial Bid/Did Not Meet Specifications)    |
| 2. Midwest Medical Supply, LLC  | \$ 13,054.28 (Partial Bid/Did Not Meet Specifications) |
| 3. Life-Assist, Inc.            | \$ 26,719.58   |
| 4. Bound Tree Medical, LLC      | \$ 37,120.83   |
| 5. Emergency Medical Products   | \$ 50,909.46   |
| 6. NAO Global Health, LLC       | \$ 61,164.55   |

**Emergency Medical Products:** Award on its low bid meeting specifications for Group II (Emergency Medical Products Medical Equipment and Supply Catalog Price List) in the amount not to exceed **\$1,015,268.00**.

| <b><u>Company</u></b>           | <b><u>Sample Pricing Total</u></b>                  |
|---------------------------------|---|
| 1. Dental Health Products, Inc. | \$ 236.39 (Partial Bid/Did Not Meet Specifications) |
| 2. Emergency Medical Products   | \$ 5,184.55   |
| 3. Midwest Medical Supply, LLC  | \$ 5,218.61   |
| 4. Life-Assist, Inc.            | \$ 5,490.49   |
| 5. NAO Global Health, LLC       | \$ 6,143.88   |
| 6. Bound Tree Medical, LLC      | \$ 8,022.49   |

**Dental Health Products, Inc.:** Award on its low bid meeting specifications for Group III (Patterson Dental Supply Catalog Price List) in the amount not to exceed \$1,402,561.00.

|    | <u>Company</u>               | <u>Sample Pricing Total</u> |
|----|------------------------------|-----------------------------|
| 1. | Dental Health Products, Inc. | \$ 2,666.09                 |
| 2. | Patterson Dental             | \$ 2,737.28                 |
| 3. | NAO Global Health, LLC       | \$ 2,760.64                 |

**Bound Tree Medical, LLC:** Award on its low bid meeting specifications for Group IV (McKesson Medical-Surgical Catalog Price List) in the amount not to exceed \$4,720,600.00.

|    | <u>Company</u>               | <u>Sample Pricing Total</u>                           |
|----|------------------------------|---|
| 1. | Patterson Dental             | \$ 22.14 (Partial Bid/Did Not Meet Specifications)    |
| 2. | Dental Health Products, Inc. | \$ 207.59 (Partial Bid/Did Not Meet Specifications)   |
| 3. | Emergency Medical Products   | \$ 1,518.61 (Partial Bid/Did Not Meet Specifications) |
| 4. | Bound Tree Medical, LLC      | \$ 2,043.88   |
| 5. | Life-Assist, Inc.            | \$ 2,228.65   |
| 6. | NAO Global Health, LLC       | \$ 3,751.21   |
| 7. | Midwest Medical Supply, LLC  | \$ 3,883.49   |

**M/WBE Participation:**

Zero-percentage goal document approved by the Office of Business Opportunity.

**Hire Houston First:**

The proposed award requires compliance with the City's "Hire Houston First" (HHF) ordinance that promotes economic opportunity for Houston businesses and supports job creation. In this case, Life Assist, Inc., Emergency Medical Products, Dental Health Products, Inc., and Bound Tree Medical, LLC do not meet the requirements for HHF designation; no HHF firms were within three percent.

**Fiscal Note:**

Funding for this item is included in the FY19 Adopted Budget. Therefore, no Fiscal Note is required as stated in the Financial Policies.

  
**Jerry Adams, Chief Procurement Officer**  
**Finance/Strategic Procurement Division**

\_\_\_\_\_  
**Department Approval Authority**

**Estimated Spending Authority**

| Department             | FY19           | Out Years       | Total           |
|------------------------|----------------|-----------------|-----------------|
| Fire                   | \$2,150,000.00 | \$10,297,568.00 | \$12,447,568.00 |
| Health                 | \$ 335,779.40  | \$ 2,143,555.60 | \$ 2,479,335.00 |
| Police                 | \$ 50,000.00   | \$ 202,000.00   | \$ 252,000.00   |
| Houston Airport System | \$ 0.00        | \$ 62,000.00    | \$ 62,000.00    |
| Total Amount           | \$2,535,779.40 | \$12,705,123.60 | \$15,240,903.00 |

**Amount of Funding:**

\$12,699,568.00 General Fund (1000)  
\$ 2,479,335.00 Essential Public Health Services Fund (2010)  
\$ 62,000.00 HAS - Revenue Fund (8001)  
\$15,240,903.00 Total

**Contact Information:**

Desiree Heath 832-393-8742  
Laura Guthrie 832-393-8735  
Samuel Pena 832-394-6702

**ATTACHMENTS:****Description**S26683 Zero-Percentage GoalS26683 Budget Form A Fund 8001S26683 Budget Form A Fund 1000S26683 Budget Form A Fund 1000 HPDS26683 Budget Form A Fund 2010 HHDS26683 Bid TabS26683 Form BS26683 Life Assist Form AS26683 Dental Health Products Form AS26683 Bound Tree Medical Form AS26683 Emergency Medical Products Form AS26683 Life Assist Cleared Tax ReportS26683 Bound Tree Medical Tax ReportS26683 Dental Health Products Cleared TaxS26683 Emergency Medical Products Clear Tax Report**Type**

Backup Material

Financial Information

Financial Information

Financial Information

Financial Information

Backup Material

Backup Material

Backup Material

Backup Material

Backup Material

Backup Material

Backup Material

Backup Material

Backup Material

Backup Material

