



Bid Synopsis For Medical Supplies

RFP Issued & Publicly Posted: 06/22/2021	Public Postings: Livingston Co. Website (livgov.com) BidNet (bidnetdirect.com/mitn)
Solicitation #: RFP-LC-21-09	
RFP Due Date: 07/19/2021	Proposals Received: 6

The Evaluation Committee has completed evaluation of the proposals received for the Request for Proposals referenced above. Below is a recap of the bid evaluation.

The RFP was publicly posted. Six responses were received as follows:

1. 1st Needs Medical
2. Henry Schein
3. McKesson Medical-Surgical
4. Medline Industries
5. Medx One
6. MedZon Health

All bidders submitted their responses within the timeframe outlined in the RFP. A summary of the Evaluation Committee review follows:

After an initial review of the responses, it was found that two of the bidders did not meet the minimum qualifications:

- MedZon Health does not have five years of experience (established in 2018), did not provide signatures on the bid documents (Company Profile, Proposal Submission Checklist), did not complete, sign, and provide notarization on the Certificate of Compliance with PA 517 of 2012, and did not provide the signed addendum
- Medx One does not have five years of experience (established in 2017 as MMTek and created Medx One in 2020), and did not complete the pricing spreadsheet

Evaluation of the remaining bidders is summarized below:

1st Needs Medical - The RFP required that proposers provide information addressing each area in the Section 1 Scope of Work. We could not locate proposal responses in Section 1. The bidder provided a one-page capability statement, but missed other key items. The bidder did not provide an explanation of their current online ordering system, which was also a requirement of the RFP. 1st Needs Medical only provided pricing on a small fraction of the items requested, submitting a “No Bid” for 13 of the 21 categories, and not providing pricing on all items in the remaining 8 categories. They offered a 2% discount off additional items not included in the RFP.

Henry Schein - Henry Schein provided an executive summary which offered an overview of the company. The company history reflected excellent experience providing medical supplies globally. Only one reference was provided (Wayne County) with the disclaimer that they would provide additional references upon award. Wayne County provided information indicating a positive experience with the company. Henry Schein gave a link to their online catalog, but did



not describe their ordering system. Henry Schein bid on all categories, and bid the most name brand products. The catalog discount offered was 18% with some exceptions noted. Henry Schein took multiple exceptions, which were submitted to legal for review.

McKesson Medical-Surgical - McKesson provided a brief description of their web-based ordering platform, and included details for typical deliveries of one-day ground delivery to 93% of the US, and 100% within two days. They provided the required three references which were complete and of similar size and scope. McKesson's proposal provided information on a business continuity plan in the event of emergencies to help insure the safety and security of workplaces. McKesson took exceptions that the Evaluation Committee had reviewed by legal. Many of the products offered were McKesson brands vs the brands specified in the bid, which the Evaluation Committee determined to be acceptable. McKesson is offering a 30% discount off government list price. The online catalog will reflect the contract pricing on core items and will reflect the 30% discount on all other items. The pricing submitted was the lowest overall of all the bidders.

Medline Industries - While Medline did not provide responses to each of the Section 1 requirements directly, they were addressed within the provided documentation. Medline provided their own brand of products, which the Evaluation Committee determined to be acceptable. The references provided appear to be of similar size and scope, but were not public entities. The Medline pricing quoted was based on larger quantities, which were "normalized" during the pricing evaluation in order to allow for "apples to apples" comparisons (i.e., RFP requested pricing for a box, and Medline offered pricing for a case). The large quantity options for ordering did not concern the Evaluation Committee. Medline outlined three exceptions which seemed reasonable, but the Evaluation Committee had them reviewed by legal. The most concerning was providing very little notice for price increases, indicating they would pass on price increases within 3-5 business days after they receive cost adjustments from the manufacturers. Medline offers 20% discount off other items not on the pricing attachment, and their pricing was the 2nd lowest of the bidders being evaluated.

The exceptions of the top three bidders were all submitted to the County's legal counsel for review to ensure the best interests of the County remain intact. Responses were then submitted to each bidder, resulting in agreement.

Based on the above evaluation, the Evaluation Committee is recommending a multiple award to Henry Schein, McKesson Medical-Surgical and Medline Industries. This will provide for an open catalog with all vendors. These vendors also bid on the largest number of items requested. The Committee believes a multiple award would be in the best interest of the counties that will be participating in the resulting contracts because it offers ordering flexibility and options, and provides a greater capacity and coverage in the event of extreme situations such as an influx of needed items due to another pandemic outbreak, as well as options to help alleviate potential supply chain shortages. The contract will also allow the County to purchase from alternate sources if needed products are not readily available.

The resulting contracts are expected to be utilized by Livingston County EMS, Livingston County Health Department, Jackson County, Wayne County, and potentially additional entities through the CoPro+ Program.