

INDIAN RIVER COUNTY, FLORIDA
MEMORANDUM

TO: Honorable Board of County Commissioners

THROUGH: Jason E. Brown, County Administrator

FROM: Tad Stone, Director
Department of Emergency Services

DATE: July 13, 2020

SUBJECT: Second Renewal and Modification of Annual Bid 2018057 for Medical Supplies

BACKGROUND:

On June 12, 2018, the Board of County Commissioners awarded the annual bid for Medical Supplies to Bound Tree Medical, Concordance Healthcare Solutions, LLC, and Henry Schein. The Board also authorized the Purchasing Manager to renew the bid for two additional one year periods subject to satisfactory performance, vendor acceptance, and the determination that renewal of this annual bid is in the best interest of Indian River County.

In the past year, Concordance was acquired by Bound Tree Medical, leaving only two contracted firms.

In response to the Purchasing Division's request to exercise the second renewal, both of the firms indicated some items had been subject to a nationwide price increase, and requested a modification to their pricing on certain items.

ANALYSIS:

The quantities and types of items needed vary, and are typically ordered monthly to minimize inventory and ensure shelf-life isn't exceeded. The Fire Rescue Division purchases from the lowest priced vendor for the items needed. The Division anticipates expenditures to be comparable for the remainder of the fiscal year with an additional allowance for the rate increase.

Bound Tree has proposed increases to the pricing on 50 of 173 items, and a decrease on three items, with an average price increase of 19.58% for the 53 items with changed pricing.

Henry Schein has proposed increases to the pricing on 47 of 157 items, with an average price increase of 43.14% for the 47 items with changed pricing. Henry Schein also deleted seven items from their list of products to be supplied. This is the first price increase Henry Schein has requested since the 2018 award.

Tabulation of the updated pricing is available from the Purchasing Division upon request.

CONSENT AGENDA

Vendor	Current Total Base Bid (one of each item)	Updated Total Base Bid (one of each item)	Current Bid at Estimated Annual Quantities	Updated Total Bid at Estimated Annual Quantities
Bound Tree Medical	\$5,072.77	\$5,107.36	\$209,748.58	\$214,576.61
Henry Schein	\$5,390.42	\$5,059.01	\$224,593.67	\$235,326.08

SOURCE OF FUNDS:

A total of \$164,845 has been spent current FY to date on medical supplies from these vendors. The funds are available in the Emergency Services District's Fire Rescue – Medicine and Medical Supplies account 11412022-035270.

RECOMMENDATION:

Staff recommends the Board approve the amended award to Bound Tree Medical and Henry Schein and authorize the Purchasing Division to issue/extend blanket purchase orders through May 10, 2021 with both vendors. Staff also recommends the Board authorize the Purchasing Manager to renew this bid for one additional one year period with no change to pricing, subject to satisfactory performance, vendor acceptance, and the determination that renewal of this annual bid is in the best interest of Indian River County.