

Audit and Accountability Committee



May 24, 2018



Pre Solicitation Briefing on Procurement Process for Medical Supplies

Presented by
Troy Elliott
Deputy Chief Financial Officer

Medical Supplies Overview

Contract Scope

- Medical Supplies Contract for Fire Department
- Maintain established inventory levels
- Consumables used by First Responders
 - Ambulances, Fire Trucks, Squad Trucks, Fire Stations
- Brand specific supplies approved by Medical Director

Current Contract

- Three bids received (Regional and National)
- Specified single vendor award
- Awarded to regional company in August 2014
- Estimated value \$12 million
- Expires 9/30/18 with 1 year renewal option

Medical Supplies Overview

Background

- Heightened community interest in contracts for medical equipment and supplies
- Conducted review of Fire Department contract portfolio
- Collaboration among Fire, Finance and Economic Development Departments
- Recent procurements
 - Lucas Chest Compression Devices and Supplies
 - Zoll Defibrillators and Supplies

Initiatives

- De-bundle existing contracts
- Multiple contract awards
- Increase participation of Local, Small, Minority and Woman-Owned Business Enterprises

Upcoming Solicitations

Upcoming Solicitations

- Three solicitations forthcoming
- Contract awards by category
 - May bid one, more than one, or all categories
 - All items must be bid in each category
- Coordination with Goal Setting Committee
- Local Preference Program applicable
- Pre-submittal conferences scheduled
- Award to low responsive offeror by category

Medical Supplies

- Categories for Award
 - EMS First Aid
 - Airway Devices
 - Syringes/Needles
 - IV Supplies
- 12% M/WBE Subcontracting Requirement
- LPP Applicable
- Value: \$4 million
- 3 Year Term with 2, 1 Year Options
- Issue Date: May 29, 2018
- Due Date: June 18, 2018

Upcoming Solicitations

EMS Supplies and Equipment

- **Categories for Award**
 - Hospital Grade Supplies
 - Hospital Grade Equipment
- **Value: \$5.2 million**
- **3 Year Term with 2, 1 Year Options**
- **Release Date: June 18, 2018**
- **Due Date: July 9, 2108**

Medications

- **Categories for Award**
 - Pharmaceuticals
 - Saline Solutions
- **Value: \$4 million**
- **1 Year Term with 2, 1 year options**
- **Release Date: June 18, 2018**
- **Due Date: July 9, 2018**

Outreach Efforts

NIGP Codes Identified

- Medical Supplies
 - 29 NIGP Codes Identified
- EMS Supplies and Equipment
 - 25 NIGP Codes Identified
- Medications
 - 9 NIGP Codes Identified

Vendors to be Notified

- Central Vendor Registry
- South Central Texas Regional Certification Agency
- Targeted Vendor Outreach
- Small Business Administration

Advertising

- TVSA Channel 21
- COSA Bidding Opportunities website
- Hart Beat

Next Steps

- Issue solicitations
- Receive and Evaluate Bids
- Post-Solicitation Presentation to Audit Accountability Committee
 - August 2018

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