

EXECUTIVE SUMMARY

Recommendation of \$500,000 or Greater 18-090B – Medical and Clinical Supplies and Equipment (Catalog)

This Invitation to Bid (ITB) will facilitate the purchase of medical supplies and clinical supplies throughout the District in various capacities. These items include but are not limited to first aid kits, alcohol wipes, adhesive bandages, thermometers, blood pressure kits, probe covers, etc. The budget will come from various school and department operating budgets throughout the District.

This request is to approve our recommendation to award ITB 18-090B for three (3) years, from September 1, 2017 through September 30, 2020, with an option for two (2) additional one (1) year periods and, if needed, 180 days beyond the expiration date of the renewal period. The total spending authority being requested is \$1,000,000 as explained below.

The solicitation for this ITB ran from July 11, 2017 through August 1, 2017. There were 351 vendors notified, twenty (20) vendors downloaded the ITB, and we received seven (7) proposals before bid opening. We are recommending the award of six (6) vendors, two (2) of which are Small/Minority/Women Business Enterprises (S/M/WBE) certified vendor. All vendors we are recommending were responsive and responsible and met all the specifications, terms, and conditions of the ITB.

Awardees include:

- ForaCare, Inc.
- Henry Schein, Inc.
- Interboro Packaging Corporation **
- Moore Medical LLC
- NM Enterprises of Plantation, Inc. d/b/a Medix USA **
- School Health Corporation

** Indicates S/M/WBE certified vendor.

The previous solicitation 13-023B was awarded starting July 24, 2012 through August 31, 2017, with a spending authority of \$2,000,000. Six (6) vendors were awarded on Bid 13-023B, of which three (3) are being recommended for award today. See a comparison of prices offered by these vendors on both bids:

Vendor	Savings	New Bid	Old Bid
Henry Schein	3%	18%	15%
NM Enterprises of Plantation, Inc. d/b/a Medix USA	5%	5%	0%
School Health Corporation	0%	11%	11%

Financial Impact

Average monthly expenditure (A)	\$ 25,000
Contract tenure in months (B)	36
Estimated spend (A * B)	\$900,000
Additional buffer of ten (10) percent	\$ 90,000

Total \$990,000 (Rounded to \$1,000,000)

Survey results have been included for your perusal.