



AGENDA MEMORANDUM

Action Item for the City Council Meeting July 14, 2020

DATE: July 14, 2020

TO: Peter Zaroni, City Manager

FROM: Robert Rocha, Fire Chief
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<p align="center">Medical Supplies for the Emergency Medical Services Division of the Corpus Christi Fire Department</p>

CAPTION:

Motion authorizing five, three-year supply agreements for the purchase of medical supplies for the Corpus Christi Fire Department, with each of the following vendors: Bound Tree Medical, LLC in an amount not to exceed \$414,500.00; Henry Schein, Inc. in an amount not to exceed \$244,800.00; Life-Assist, Inc. in an amount not to exceed \$92,800.00; Medline Industries, Inc. in an amount not to exceed \$147,700.00 and Quadmed, Inc. in an amount not to exceed \$132,200.00, with FY 2020 funding in an amount of \$86,000.00 available in the General Fund.

SUMMARY:

This motion authorizes the purchase of medical supplies for the Emergency Medical Services (EMS) division of Corpus Christi Fire Department (CCFD). Medical supplies are used during emergency response calls and are critical for public health and safety. The medical supplies are carried by CCFD ambulances and fire apparatus' which respond to emergencies throughout the city.

BACKGROUND AND FINDINGS:

The majority of calls from 911 routed to CCFD are requests for EMS. Medical supplies are imperative to EMS's ability to operate. Paramedics use medical supplies when providing basic and advanced life support to citizens being treated for injuries and illnesses. Medical supplies include items used for administering intravenous fluids and

medications, which are especially vital for treating patients with cardiac, respiratory, or trauma related emergencies. Paramedics also use medical supplies to ensure stabilization of patients before transferring them to hospitals or other medical facilities. Medical supplies are critical for daily emergency response operations.

The Contracts and Procurement Department conducted a competitive Request for Bid (RFB) process to obtain bids for new contracts. The RFB was set up for bidders to bid by line item. The City received eight bids, and is recommending awards to Bound Tree Medical from, LLC, Henry Schein, Inc., Life-Assist, Inc., Medline Industries, Inc., Quadmed, Inc. as the lowest, responsive, responsible bidders for each of the respective contract values as indicated in the table below. It is not uncommon for the price of medical supplies to continuously fluctuate depending on the supply and demand at the time a purchase order is issued. Purchasing these supplies on an as needed basis, as previous done, may render a higher cost than purchasing in larger volumes with three-year locked-in price contracts such as these.

Supplier	Three-year Supply Agreement
Bound Tree, LLC., Dublin, OH	\$ 414,500.00
Henry Schein, Inc., Daytona, FL	\$ 244,800.00
Life-Assist, Inc., Rancho Cordova, CA	\$ 92,800.00
Medline Industries, Inc., Northfield, IL	\$ 147,700.00
Quadmed, Inc., Jacksonville, FL	\$ 132,200.00
Grand Total	\$ 1,032,000.00

ALTERNATIVES:

An alternative to accepting this bid would be to require CCFD to purchase medical supplies on an as needed basis, which would not be as productive as having a supply agreement in place. In addition, a long-term agreement locks-in pricing throughout the term of the agreements and may allow for cost savings and a better economy of scale.

FISCAL IMPACT:

The fiscal impact in FY 2020 is \$86,000.00 for five, three-year supply agreements to be funded by the Fire Genal Fund. The remaining cost of \$946,000.00 will be funded in future years through the annual budget process.

FUNDING DETAIL:

Fund: 1020 General Fund
 Organization/Activity: 35100 City Ambulance Operations
 Mission Element: 093 Respond to Emergency Calls
 Project # (CIP Only): N/A
 Account: 520030 Chemicals/Household supplies

RECOMMENDATION:

Staff recommends approval of this motion authorizing three-year agreements with Bound Tree Medical, LLC, Henry Schein, Inc., Life-Assist, Inc., Medline Industries, Inc., Quadmed, Inc.as presented.

LIST OF SUPPORTING DOCUMENTS:

Bid Tabulation
Supply Agreements