

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: July 21, 2009

SUBJECT: Approve the Award of Competitive Bid No. 9894 to Henry Schein, Inc. and Home-Aid-Healthcare, Inc. for Health and Human Services' Medical Supplies in the Maximum Aggregate Amount of \$70,000.00

ACTION REQUESTED

Approve the award of competitive Bid No. 9894 to Henry Schein, Inc. of Pasadena, CA, and Home-Aid-Healthcare, Inc. of Santa Clarita, CA, for medical supplies for the Health and Human Services Department (HHS) in the maximum aggregate amount of \$70,000.00, and authorize the Purchasing Manager to sign the resulting blanket purchase orders (BPO) and to transfer funds between BPOs as necessary to meet the County's needs.

BACKGROUND

Placer County HHS requires a primary and secondary supplier of various medical supplies for Placer County clinics. Invitation for Bid (IFB) No. 9894 was distributed via the County's E-Bid system to thirteen vendors and was also posted on the County website. Five responsive bids and one "No Bid" were received, all from non-local vendors. The IFB allowed the County the option to award by category or on an all-or-nothing basis. Awarding by category would result in four BPOs with minimal savings over an all-or-nothing award. Therefore Procurement Services Division determined that the all-or-nothing award, by saving significant staff time in contract management, is the most economical award strategy. A summary of the recommended award is submitted as Attachment 1. The complete bid evaluation is on file with the Clerk of the Board.

FISCAL IMPACT

Upon your Board's approval, the primary BPO will be issued to Henry Schein, Inc. in the maximum amount of \$63,000.00 and the secondary BPO will be issued to Home-Aid-Healthcare, Inc. in the maximum amount of \$7,000 for a maximum aggregate amount of \$70,000.00 for the period of August 1, 2009 through June 30, 2010. HHS' Fiscal Impact Statement is attached.

Attachments:

1. Recommended Award Summary
2. HHS' Fiscal Impact Statement

cc: Dr. Richard Burton, HHS/Admin
Robert Long, HHS/Community Clinic

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RECOMMENDED AWARD SUMMARY OF BID NO. 9894

Name of Firm City/State		Henry Schein Pasadena, CA		Home-Aid-Healthcare Santa Clarita, CA	
Telephone Fax Number		800-472-4376 775-327-3282		661-294-9837	
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		No Net 30		No Net 30	
Cat. No.	Item Description	Qty	Subtotal Per Category	Subtotal Per Category	
1	Orthopedic Supplies		6,758.20	9,217.95	
2	Sutures, Needles, Syringes, and Scalpels		7,995.10	8,728.50	
3	Infection Control Supplies		3,853.85	5,424.30	
4	Wound Care Products		2,546.25	3,586.20	
5	Laboratory Testing Supplies		3,690.00	5,500.70	
6	Medical Examination Supplies		6,412.50	7,529.20	
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.		Subtotal	31,255.90	Subtotal	39,986.85
		8.25% Sales Tax	2,578.61	8.25% Sales Tax	3,298.92
		Freight	0.00	Freight	0.00
		Bid Total	33,834.51	Bid Total	43,285.77
(2) Invoice Terms of less than 10 days cannot be considered.		LVP	0.00	LVP	0.00
		Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
		Ref. Price	\$33,834.51	Ref. Price	\$43,285.77

Partial bids submitted from:
 Moore Medical LLC
 BoundTree Medical
 Life-Assist
 All Things Medical & Dental

***RECOMMENDED BPO AWARD AMOUNTS:** \$ HENRY SCHEIN 63,000.00 \$ HOME-AID-HEALTHCARE 7,000.00

** - BPO's shall be awarded to a primary and secondary supplier in the maximum aggregate amount of \$70,000.00. The Community Clinics anticipate purchases to be split approximately 90% and 10% between Henry Schein (primary supplier) and Home-Aid-Healthcare (secondary supplier).

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**Placer County
Health and Human Services Department**

Administrative Services Division

Date: June 18, 2009
To: Honorable Board of Supervisors
From: Georgia Emslie, HHS Fiscal Program Manager
Subject: **Fiscal Impact Statement
BPO for Medical Supplies- Community Clinics
For the period July 1, 2009 to June 30, 2010**

The department has budgeted appropriately for this \$70,000 Blanket Purchase Order (BPO) and funding is included in the FY2009-2010 Proposed Budget. This BPO amount is a \$2,000 reduction from the previous fiscal year's amount. These medical supplies are provided to Medicare, Medi-Cal, private insurance and the County's Medical Care Services Program (MCSP) patients. MCSP provides services to eligible residents, and covers nearly 36% of the patients seen in the Auburn Medical Clinic. Approximately \$25,000 of this BPO is funded with County General Funds.

Perspective, Hope, and Opportunity

