



## COMMENT AND REVIEW

to the

REQUEST FOR PROPOSAL (RFP) #061417

Entitled

## HEALTH & SAFETY, MEDICAL, SURGICAL, AND FIRST AID RELATED EQUIPMENT, SUPPLIES, ACCESSORIES, AND SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on M, 2017, in South Carolina's *The State* on May 4, 2017, in Utah's *The Salt Lake Tribune* on May 4, 2017, in *USA Today* on May 4, 2017, and on the NJPA website [www.njpacoop.org](http://www.njpacoop.org), New York State Contract Reporter, Onvia website [www.onvia.com](http://www.onvia.com), Notice to Bidders website [www.noticetobidders.com](http://www.noticetobidders.com), PublicPurchase.com, Merx, and Biddingo:

*The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #061417 HEALTH & SAFETY, MEDICAL, SURGICAL, AND FIRST AID RELATED EQUIPMENT, SUPPLIES, ACCESSORIES, AND SERVICES. Details of this RFP are available beginning May 4, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@njpacoop.org](mailto:RFP@njpacoop.org). Proposals will be received until June 14, 2017 at 4:30 p.m. Central Time at the above address and opened June 15, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

3M Canada	Magid Glove & Safety
Advantage Emergency Devices Inc.	MAJnMAR
Agathos Laboratories, Inc.	Mansion Select
Anatomical Worldwide	MarketShare, LLC
Ashmak, LLC	Medlines Industries, Inc.
Associated Health Systems Inc.	Med-Part
Ates Medical	Memco Safety
Beckman Coulter Canada LP	Mieke
Becton Dickinson Canada Inc.	Moore Medical
Bid Ocean, Inc.	Nebraska Business Development Center
Bio Nuclear Diagnostics Inc.	Neogen
Black Hills Chemical & Janitorial	NJPR
Bound Tree Medical	North America Procurement Council, Inc. PBC
Bowers Medical Supply	Numed Pharma
BSN Medical Inc.	Onvia, Inc.

Bunzl Canada Inc.	Orkin
Cardiac Management Solutions, Inc.	P.A. Environmental Corporation
Cardinal Health Canada	Para Scientific Co.
CareOne Builders	Performance Biomedical LLC
Carestream Health Inc.	Performance Safety Gear
CAREstream Medical	Performance Safety Group
City of Davie - Human Resources	Personnel Safety Enterprises, Inc.
Concordance Healthcare Solutions	Philips
Conmed	Prairie Tactical Outfitters LLC
ConvaTec Canada Ltd.	Precision Medical Products
Covidien Canada ULC	Prime Vendor Inc.
CPR Savers	Prince William County School District
Custom Truck and Body Works	Products Unlimited Inc.
CVS Health	Purehealth Pharmacy
DA Baines property Management	Quake Kare
Dealmed Medical Supplies, LLC	Rescue Essentials
Designer Care Co.	Safetec of America
Dexmed	School Health Corportation
Diamond Drugs, Inc.	School Nurse Supply, Inc.
DM International	SevenOutsource.com
Doc Development Inc.	Simmco Distribution
Education Intelligence, Inc.	St. John Ambulance Saint-Jean
Ferno Canada	State of Florida - Department of Management Services
Fisher Scientific	State of Minnesota-Dept. of Admin.
FLIR Systems, Inc.	Steve Walse
G&H Distributing	Stryker Canada
Government Scientific Source	Sunset Survival and First Aid, Inc.
Green Guard First Aid & Safety	The Maxflare
Hammer Medical	The Stevens Company Ltd.
Henry Schein Inc.	United Laboratories, Inc.
Imperial Surgical Limited Inc.	V.E. Ralph & Son, Inc.
Interboro Packaging Corp.	Vereburn Medical Supply Ltd.
IPC, Inc. dba PlatinumCode	Vitality Depot
JLGJ Trading Inc.	VWR International
Johnson & Johnson Medical Products	Washington County School District
Labsource Inc	White Glove Placement, Inc.
Life Safety Systems, Inc.	Whittaker Brothers LLC
Life-Assist Inc.	Wright Enterprise
Limbs & Things, Inc.	

Proposals were opened on June 15, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

CVS Pharmacy, Inc.  
Diamond Medical Supply

Henry Schein, Inc.  
Moore Medical LLC  
Performance Safety Gear LLC  
SapphireHealth, LLC-EHR  
SapphireHealth, LLC-eMAR  
School Health Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager  
Kim Austin, NJPA Procurement Analyst III  
Keith Hanson, CPA, NJPA Accounting Manager  
Duff Erholtz, NJPA Membership Development Administrator  
Gregg Meierhofer, CPPO, NJPA Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness and were evaluated.

CVS Pharmacy, Inc. offers a broad assortment of supplies and equipment for health, first aid and safety related needs under the "CVS Health" brand. They offer the products through a digital ordering platform that integrates with a Member's eProcurement or ERP system for convenience and record-keeping. CVS Pharmacy's proposal includes a significant discount from catalog pricing, with free shipping and handling on all orders in excess of the minimum order threshold. Their network of 20 distribution centers across the US will allow for prompt and efficient delivery of products to Member locations.

Moore Medical LLC distributes medical and surgical supplies and equipment across the US through a team of over 160 sales and service representatives, in addition to direct sales and an internet portal. Members may choose to use eProcurement tools, such as hosted or punchout catalog options, for their purchases or rely on telephone, mail or email ordering as needed. Moore Medical provides a solid discount from catalog pricing, along with a line-item hot list pricing option on select items. Their pricing proposal is within the competitive range.

School Health Corporation is a distributor of health, medical, surgical and first aid related equipment and products for over 1,200 suppliers. Their active product list includes 23,000+ items. School Health has a well-trained team of inside and outside sales representatives for prompt response to Member needs. Their pricing offers a significant discount off of catalog pricing, reflecting a strong value, with an additional offering of "hot list" items.

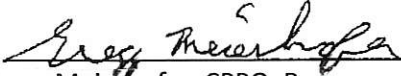
For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #061417 to:

CVS Pharmacy, Inc.	#061417-CVP
Moore Medical LLC	#061417-MML
School Health Corporation	#061417-SHC

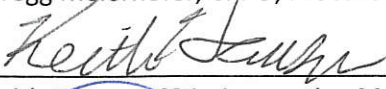
The preceding recommendations were approved on July 21, 2017.



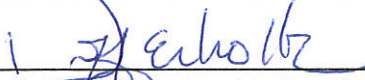
Kim Austin, Procurement Analyst III




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Keith Hanson, CPA, Accounting Manager



Duff Erholtz, NJPA Membership Development Administrator



Chris Robinson, JD, NJPA Procurement Manager