

## BOARD OF BIDS AND CONTRACTS JUNE 7, 2018

### ITEMS REQUIRING BOCC APPROVAL (2 Items)

#### 1. ROAD IMPROVEMENT -- PUBLIC WORKS

##### FUNDING -- R175 PREVENTIVE MX+16

(Request sent to 46 vendors)

RFB #18-0039 S/C #8000128621

Engineer's Estimate: \$410,322.25	APAC-Kansas Inc. Shears Division	<b>Flint Hills Materials, LLC</b>	Pearson Construction LLC
2018 BM-1 Overlays (R175-E)	\$320,199.37	<b>\$231,299.00</b>	\$352,823.53
Bid Bond	Y	Y	Y
Acknowledge Addenda	Y	Y	Y
	Cornejo & Sons, LLC	Conspec, Inc. dba Kansas Paving	
2018 BM-1 Overlays (R175-E)	\$302,016.03	\$341,976.53	
Bid Bond	Y	Y	
Acknowledge Addenda	Y	Y	
No Bid	Surface Preparation Technologies	BergKamp Construction	Traffic Controls Services, Inc.
	RoadSafe Traffic Systems	Cillessen & Sons, Inc.	Unruh Excavating, LLC.

On the recommendation of Kristen McGovern on behalf of Public Works, Jennifer Dombaugh moved to **accept the low bid from Flint Hills Materials, LLC in the amount of \$231,299.00**. Linda Kizzire seconded the motion. The motion passed unanimously.

This project calls for a 2" inch thick asphalt overlay to be laid on top of existing asphalt. The overlay thickness will strengthen the pavement for heavy truck traffic and add life to the road by sealing and protecting the existing asphalt roadbed. BM-1 is a specification for a particular asphalt mix.

This road improvement process includes milling, asphalt overlay, and pavement marking for 3 1/2 miles on 167th Street West, 1/2 mile south of 61st Street North to K-96 Highway.

#### ***Questions and Answers***

Tom Stolz: Jim, is this in direct relation to the ICM project?

Jim Weber: That's correct. One of the main access points to the element facility would be on 167th street. So this goes from K-96 down to inside the City of Colwich where the road turns to curb gutter, 2".

Tom Stolz: Also, is this to be considered as routine maintenance? Do you do this all over the county?

Jim Weber: This is heavier than what we have been doing in recent years. Most of our things are 1" or less but because we are anticipating the truck traffic, we went with the 2" overlay as a standard maintenance process. Most of our stuff is 1" or less at this point.

Tom Stolz: Do we bid on this kind of item every year?

Jim Weber: Yes, every year.

Linda Kizzire: Will that part of Colwich road remain 2 lanes?

Jim Weber: Yes.

Linda Kizzire: No shoulders right? Just like it is now?

Jim Weber: This will lift the edge up a little bit. I think our crews will come back with a shoulder machine to pull the shoulders up after it's all over but it's not included in this contract.

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### 2. MEDICATIONS AND MEDICAL SUPPLIES -- VARIOUS COUNTY DEPARTMENTS FUNDING -- VARIOUS COUNTY DEPARTMENTS

(Joint Governmental Purchase Fairfax County, Virginia Contracts #4400005124 and #4400005125)

#17-2046 Contract

	<b>Atlantic Safety Products, Inc. and Bound Tree Medical, LLC</b>
Various Medications and Medical Supplies	<b>Discount Percentages on File</b>

On the recommendation of Paul Regehr, on behalf of various county departments, Richard Powell moved to **utilize the Fairfax County, Virginia Contract #4400005124 with Atlantic Safety Products, Inc. and Contract #4400005125 with Bound Tree Medical, LLC and establish contract pricing per the agreements from June 1, 2018 through April 30, 2019.** Linda Kizzire seconded the motion. The motion passed 4 to 1 with Scott Hadley recusing himself from the vote as his department will utilize the contract.

Fairfax County, Virginia released a competitive invitation for bid (IFB) in March of 2014. The purpose of the IFB was to establish a term contract for medical and first aid supplies. Nine companies responded to the IFB.

EMS is the main Sedgwick County department that will utilize these contracts. EMS anticipates spending a total \$875,000.00 in 2018 for both contracts.

Note: See attached Fairfax Discount List.

#### *Questions and Answers*

Richard Powell: Since the supporting documentation says the original IFB went out in March 2014, is this the first time we've actually utilized this agreement where we have the capability of making purchases off of it? Have we done this before?

Paul Regehr: This is our first time. There is a really good possibility in spring of next year it will be renewed.

Joe Thomas: This is our first time to codify the contract.

Paul Gibson: This is the first time we've sought out to utilize this contract. The contract was published in 2014. We are trying to piggyback off that contract and utilize it through April 2019. Bound Tree is aggressively working with Fairfax County to get that contract renewed for another three years beginning in June 2019.

Tom Stolz: What have we been doing?

Paul Gibson: We've had no contract. We've been using about seven different vendors. We do get competitive pricing right now. We are part of the Kansas Emergency Medical Association's buying consortium through the State of Kansas. Bound Tree is a part of that group and we've been getting discounted pricing through them. This contract will actually get us better pricing by being part of the contract.

Linda Kizzire: I assume the charter allows us to use out of state contracts that have been awarded?

Joe Thomas: Yes, ma'am. Joint Governmental Purchases allow this.

William Deer: Yes, I've seen multiple cases.

Linda Kizzire: So we just didn't bid our own. We just found this one instead? Is there a reason we didn't bid our own?

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Paul Gibson: Correct. Mostly because of the work involved in it. This was a year long process for Fairfax County to get this contract going. It's a very good contract. Kansas City, Kansas Fire and Lee Summit, Missouri both use this contract. I don't know how many services are using this. Bound Tree didn't want to provide that information but they did say they are spending between \$12,000,000.00 and \$14,000,000.00 on this contract with all the services that are using it.

Linda Kizzire: What would we spend with our current vendor?

Paul Gibson: Jack (Paul Regehr) gave you some numbers and actually I have updated numbers. In 2017, we actually spent \$990,836.00 through seven different vendors we are using right now.

Richard Powell: This might be more of a Purchasing question than for Paul. For the other county departments that may have the need for some of the various supplies that could be included in this, do we have any documentation that can be viewed? Like for the Sheriff's Office, we don't use anywhere even close to what EMS uses but yet at the same time we refill first aid kits and tactical trauma kits and things like that, that are in our patrol vehicles and other county vehicles on a regular ongoing basis but things have a shelf life and replace those. Do we have some way of knowing what does Hartwell, one of the vendors on the list, offers?

Joe Thomas: What we try to do is send out an e-mail to the shoppers to let them know when we have a new vendor for on-call services or multi-department use. As for the discounted percentages on file, they can contact the buyer (Jack Regehr) and he will be able to pull the information for that particular vendor for them.

Richard Powell: Will this be in PPS at some point?

Joe Thomas: I don't think it will be because there are so many items listed, it would be impossible. It would be a general contract notice in Sharepoint saying this particular vendor has various medications and medical supplies.

Tom Stolz: So Bound Tree Medical is in Fairfax County and we have all these lists with all these providers with various discount percentages. When you decide you are going to purchase a drug, anybody on this list gives us the cheapest price? Am I understanding how that works?

Paul Gibson: Correct. We can buy from any one of those vendors on that list. If there's a specific item we are needing and one vendor can't provide it then another vendor on that list can provide it for us.

Joe Thomas: Paul, isn't it correct Bound Tree is a distributor and not a manufacturer? Through their distributorship, they have access to all these vendors?

Paul Gibson: Correct.

Tom Stolz: They are actually listed as one of the manufacturers.

Paul Gibson: Bound Tree actually has a brand they own of medical supplies so that's why they are listed. This is actually the largest contract in the country with this many vendors listed on there. We actually had four or five additional vendors added to the list because there were items that we were using that were not part of the contract and Purchasing has worked on having Bound Tree get those added to the contract.

**Fairfax County 4400005124 (Atlantic Safety Products, Inc.)**

<b>Manufacturer</b>	<b>Discount Percentage</b>
Lightning Storm	37%

**Fairfax County 4400005125 (Bound Tree Medical, LLC)**

<b>Manufacturer</b>	<b>Discount Percentage</b>
3M Health	45%
5.11 Tactical	20%
Abbott	40%
ADI Medical	20%
Adscope	45%
Allied HealthCare	35%
Ambu	40%
Ambu- Formerly King systems	20%
American Diagnostic	50%
Aseptic Control	35%
Aspen Surgical	15%
Bard	18%
B Braun	35%
Battery Bank	20%
Baxter Healthcare	45%
Bay Corp	35%
BCS	35%
BD	45%
Bemis	35%
Beta Bio Medical	22%
BioMedix	30%
Bound Tree Medical	42%
Briggs Healthcare	20%
Busse	22%
Cambridge	18%
Capital Wholesale	15%
Cardiac Science Corporation	25%
Cardinal Health	42%
Care Fusion	10%
Combat Medical Systems (CMS)	30%
Con Med	45%
Conterra	12%
Covidien	35%
Curaplex	42%
Dey Labs	10%
Digitcare	41%
DMS	25%
Dukal	42%
Dynarex Corp	45%
Ecolab	25%

EJ Brooks	21%
EMI	35%
EP&R	42%
ERB Inc.	20%
ESSEDANT	20%
Faretec	20%
Ferno	25%
Flex Pack	20%
Galls	20%
GlaxoSmithKline (GSK)	15%
Great Plains Medical	20%
Greenfield Medical Sourcing, Inc.	20%
Green System	43%
H & H Associates	35%
Halyard Health	18%
Hartwell	20%
Hawkpacks	20%
HEALTHMARK	20%
Honeywell	20%
IMS	15%
Intersurgical Incorporated	25%
Iron Duck	35%
ITEC	35%
JT Posey	18%
Kendrick	42%
Kimberly Clark	38%
Laerdal	15%
Little Rapids	20%
Magnum Medical	20%
Masimo	35%
McKesson Medical	18%
Medegan Medical	18%
Medical Device International	43%
Medical Supply Solutions	22%
Medisense	40%
Medline Industries	42%
Medovation	20%
Medsource International	25%
Meret Oxygen Products	10%
Metrex	20%
Microflex	35%
Minto Research	18%
Moldex	35%
Morrison Medical	45%
Mortara Products	18%
MYLAN SPEC	15%
Nasco International	30%

Neotech	40%
Nice-Pack	22%
Nonin	30%
North American Rescue	35%
Parent Production	42%
Pelican Products	42%
Perrigo	20%
Persys	22%
Pharmaceuticals	15%
Philips	30%
Pfizer Inc. (Hospira)	15%
Physio Control	30%
Precision Medical	40%
Propak	35%
Pulmonary	40%
Pyng	35%
Radians	15%
Reeves	40%
Repro-Med Systems	20%
Roche Diagnostic	42%
Safetec	20%
Sager	40%
Salter Labs	25%
Simulaids	20%
Smiths Medical	45%
SSCOR	28%
Stat Packs	10%
Stat Products	18%
Sun Med/ Vent lab	43%
Sunrise Industries	20%
SYMBIO	20%
Taylor Healthcare Products	25%
Teleflex	43%
TMS	20%
TQS	18%
Tri-Anim Health Services	45%
TW Medical	38%
UCAP IT* Software Not Included	12%
U-Select-It Corporation	10%
VBM	28%
Ventlab	43%
VLR Trading	15%
Welch Allyn	32%
West Med	42%
WESTMED	42%
Xstream	22%
Zoll Medical	26%