



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #041823
Entitled

Critical Care and EMS Equipment

The following advertisement was placed February 28, 2023 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, March 1, 2023 in Oregon's *Daily Journal of Commerce*, and February 28 and March 7, 2023 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Critical Care and EMS Equipment to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than April 18, 2023, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

8064806 Canada, Ltd.	McArthur Medical Sales, Inc.
A&R Tarpaulins, Inc.	McKesson Medical-Surgical Government Solutions, LLC
Aerapy, LLC	MDMaxx, LLC
Allied Medical Instruments, Inc.	Medela Canada, Inc.
Ansell Canada, Inc.	Medela, LLC
Apollo Solutions	Medline Industries, Inc.
AVANUE ENTERPRISES, INC.	NDS Sales
Becton Dickinson Canada, Inc.	NOVA BIOMEDICAL CANADA, LTD
Bowers Medical Supply	PWXPress
Canoe Procurement Group of Canada	QuadMed, Inc.
Cardinal Health	Rubrixm LLC
Convergence Medical Sciences, Ltd.	Safeguard US Holdco, Inc.
Dealmed Medical Supplies	School Health Corporation

DiaMedical USA Equipment, LLC	Sleep Rx, LLC dba Aura Healthcare
Empire Managed Solutions, LLC	Spectramedx, Inc.
Enel X North America	Stay Plugged In, LLC
Engaged Healthcare Solutions	Stryker Canada, ULC
FELIX TECHNOLOGY, INC.	Stryker Sales, LLC
FERNO WASHINGTON, INC.	Team Life, Inc
Getinge Canada, Ltd.	TONLEY Enterprises, LLC
Henry Schein, Inc.	Total Fire Protection, Inc.
Life-Assist, Inc.	W.S. Darley & Co.
LifeTec, Inc.	ZOLL Medical Corporation
Masimo Americas, Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on April 18, 2023 at 4:32:02 pm CT. Proposals were received from the following:

Apollo Solutions
 Convergence Medical Sciences, Ltd.
 DiaMedical USA Equipment, LLC
 FERNO WASHINGTON, INC.
 Masimo Americas, Inc.
 McKesson Medical-Surgical Government Solutions, LLC
 Medela, LLC
 Medline Industries, Inc.
 NDS Sales
 Safeguard US Holdco, Inc.
 School Health Corporation
 Spectramedx, Inc.
 Stryker Canada, ULC
 Stryker Sales, LLC
 ZOLL Medical Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, M.S. Procurement Lead Analyst
 Kim Wudinich, Procurement Analyst
 Craig West, Procurement Analyst
 Tom Sharbonno, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

FERNO WASHINGTON, INC. offers a full line of patient handling equipment, monitors, defibrillators, immobilization kits, resuscitation equipment, trauma, and medical life support equipment. Their sales force and 50 distributors will work throughout the United States and Canada to serve Sourcewell participating entities. FERNO offers training on their capital equipment as well as their Cot Care program. They are offering substantial discounts off list price.

McKesson Medical-Surgical Government Solutions, LLC has a long history of providing medical supplies. They can provide a full complement of EMS, critical care products, and supplies such as cardiac monitors and defibrillators, CPR assist devices, patient movement devices, and emergency medical supplies. McKesson's sales teams are ready to serve Sourcewell participating entities in the United States. They are offering Sourcewell participating entities solid pricing rates based on the MCK Government List Price.

School Health Corporation offers a mix of thermometry, diagnostic equipment, AEDs, CPR equipment, immobilization products, patient lifts stretchers, spine boards and emergency medical supplies. Their sales staff will work throughout the United States and Canada to serve Sourcewell participating entities. School Health partners with 1300 manufacturers to supply participating entities. They are offering substantial discounts off list price.

Stryker Canada, ULC provides a full complement of monitor/defibrillators, chest compression devices, powered and loading assist cots. Stryker's sales and service teams are ready to serve Sourcewell participating entities in Canada. They include training for all equipment and offer solid pricing rates based on list pricing.

Stryker Sales, LLC offers a full line of CPR, chest compression devices, AEDs, and transport devices. Their sales staff will work throughout the United States to serve Sourcewell participating entities. Stryker offers training in a multitude of ways for their equipment including Virtual reality. They are offering substantial discounts off list price.

ZOLL Medical Corporation is providing a full range of defibrillators, CPR assist devices, trauma kits, services for the equipment they provide and the emergency medical supplies. ZOLL's expansive sales and service teams both internal and external are ready to serve Sourcewell participating entities in the United States and Canada. They are offering Sourcewell participating entities solid pricing based on the A list pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #041823 to:

FERNO WASHINGTON, INC.	#041823-FNO
McKesson Medical-Surgical Government Solutions, LLC	#041823-MML
School Health Corporation	#041823-SHC
Stryker Canada, ULC	#041823-STK
Stryker Sales, LLC	#041823-STY
ZOLL Medical Corporation	#041823-ZLL

The preceding recommendations were approved on June 2, 2023.

DocuSigned by:

Greg Grunig

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Greg Grunig, M.S., Procurement Lead Analyst

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Kim Wudinich

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Kim Wudinich, Procurement Analyst

DocuSigned by:

Craig West

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Craig West, Procurement Analyst

DocuSigned by:

Tom Sharbonno

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Tom Sharbonno, Procurement Analyst

STATEMENT OF COMPLIANCE

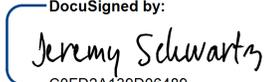
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #041823 for Critical Care and EMS Equipment**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer