

MANATEE COUNTY GOVERNMENT

INTENT TO AWARD

IFB NO. / TITLE	IFB 21-R077463JH / EMS Medical Supplies	DATE POSTED	MC _____ DS _____	CC _____ BIDSYNC _____
PROCUREMENT REPRESENTATIVE	Jeb Hayter	PROJECTED AWARD DATE	November 01, 2021	
DEPARTMENT/DIVISION	Manatee County EMS / Support Services	AUTHORIZED BY DATE	Jacob Erickson, Procurement Official	

NOTICE OF INTENT TO AWARD

The Manatee County Procurement Division provides notice of its intent to award a contract with Agni Enterprises, LLC, Bound Tree Medical, LLC, Henry Schein Inc., Nashville Medical & EMS Products Inc., Quadmed Inc., for the provision of EMS Medical Supplies.

ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance, Sec 2-26.

BACKGROUND/EVALUATION

It is the intent of the Manatee County to establish an annual agreement(s) to procure on an "as required" basis EMS medical supplies.

The solicitation was advertised on August 27, 2021 on the Manatee County website and Periscope S2G. It was also provided to the Manatee County Chamber of Commerce, the Manasota Black Chamber of Commerce, Gulf Coast Builders Exchange and Gulf Coast Latin Chamber of Commerce for release to their members. Responses were received from the following firms:

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| 1. Agni Enterprises, LLC, Miami Lakes, FL | 7. Henry Schein, Inc., Melville, NY |
| 2. Bound Tree Medical, LLC, Dublin, OH | 8. Life-Assist, Inc., Rancho Cordova, CA |
| 3. W.W. Grainger, Inc., Clearwater, FL | 9. Strong Medical Partners, LLC, Pineville, NC |
| 4. Medline Industries, LP., Northfield, IL | 10. Quadmed, Inc., Jacksonville, FL |
| 5. Mini Wing USA Inc., Palos Verdes Estates, CA | 11. Stryker Sales, LLC, Kalamazoo, MI |
| 6. Nashville Medical & EMS Products, Inc., Springfield, TN | |

The following firms were deemed non-responsive: W.W. Grainger, Inc., Strong Medical Partners LLC, Medaserv dba, Stryker Sales, LLC.

EVALUATION SUMMARY:

Agni Enterprises, LLC, Bound Tree Medical, LLC, Henry Schein Inc., Nashville Medical & EMS Products Inc., Quadmed Inc were the lowest responsible, responsive bidder(s). A bid tabulation of the results is attached to this Notice of Intent to Award.

RECOMMENDATION

The Procurement Division and the Manatee County EMS / Support Services recommend award to Agni Enterprises, LLC, Group D, Bound Tree Medical, LLC, Groups B, C, E, I, K, Henry Schein Inc., Groups A, G, I, Nashville Medical & EMS Products Inc., Group H, Quadmed Inc., Group J.

ATTACHMENTS (List in order of attached)	Bid Tabulation	NAME AND NUMBER OF FUNDING SOURCE	Various Based on Project and Requesting Department
COST	\$1,011,739.90	FUNDS VERIFIED	Yes

BID TABULATION SUMMARY
IFB No. 21-R077463JH
EMS MEDICAL SUPPLIES

Group	AGNI ENTERPRISES LLC	BOUND TREE MEDICAL LLC	HENRY SCHEIN INC	LIFE-ASSIST INC	MEDLINE INDUSTRIES LP	MING WING USA	NASHVILLE MEDICAL & EMS PRODUCTS INC	QUADMED INC
A	Non Responsive	\$61,646.85	\$51,892.30	\$75,231.10	\$1,406,338.35	Non Responsive	\$79,088.55	\$80,859.31
B	\$252,149.42	\$156,227.05	\$198,593.70	\$192,864.91	Non Responsive	Non Responsive	Non Responsive	Non Responsive
C	Non Responsive	\$37,365.00	\$49,302.00	\$60,104.00	Non Responsive	\$126,350.00	\$50,438.00	\$65,010.00
D	\$135,252.05	\$183,578.50	\$151,720.00	\$160,727.75	Non Responsive	\$139,102.50	Non Responsive	Non Responsive
E	Non Responsive	\$16,022.90	\$20,798.28	\$21,927.60	Non Responsive	Non Responsive	Non Responsive	\$20,461.60
F	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive
G	Non Responsive	\$6,766.44	\$6,738.00	\$7,176.49	\$8,977.85	Non Responsive	Non Responsive	\$9,045.68
H	\$53,246.02	\$5,491.29	\$5,734.38	\$6,880.60	\$102,261.72	Non Responsive	\$4,944.04	\$5,608.48
I	Non Responsive	\$223,715.55	\$201,854.80	\$249,347.00	Non Responsive	Non Responsive	Non Responsive	Non Responsive
J	Non Responsive	\$2,558.00	\$2,289.50	\$4,300.00	\$51,621.65	Non Responsive	Non Responsive	\$2,289.26
K	\$8,333,022.00	\$399,154.50	Non Responsive	\$3,056,413.50	Non Responsive	non responsive	\$844,770.50	\$4,300,686.20
L	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive	Non Responsive
M	10.00%	20.00%	34.00%		20.00%			18.00%
Proposed Awarded Groups	D	B, C, E, K	A, G, I				H	J

*W.W. Grainger, Inc., Strong Medical Partners LLC, Medaserv dba, Stryker Sales, LLC were found to be Non-Responsive.

*Green highlights are the lowest bidder based on the estimated quantities for that particular group

ITEM MEDICAL SUPPLIES						AGN ENTERPRISES LLC		BOWEN TREE MEDICAL LLC		HENRY & HENRY INC		LIFE-ASSIST INC		MEDLINE INDUSTRIES LP		MING WING USA		NASHVILLE MEDICAL & EMS PRODUCTS INC		QUADMED INC	
Item	Description	Unit of Measure	Brand/Model Number	Substitution	Estimated Current Quantity	Unit Price	Extended Pricing	Unit Price	Extended Pricing	Unit Price	Extended Pricing	Unit Price	Extended Pricing	Unit Price	Extended Pricing	Unit Price	Extended Pricing	Unit Price	Extended Pricing	Unit Price	Extended Pricing
GROUP B: MISCELLANEOUS SUPPLIES																					
1	Blood Chemo Stop	Box		No Substitution	444	\$33.00	\$14,760.00	\$3.00	\$1,320.00	\$7.70	\$3,486.00	Adva Care (E20) 7004315	\$19.00	\$7,920.00	\$7.50	\$3,000.00	No Sub	No Sub	No Sub	No Sub	
1	Blood Chemo Stop	Box		No Substitution	444	\$33.00	\$14,760.00	\$3.00	\$1,320.00	No Sub	No Sub	EA For use with other stopper (E10) 7000112	\$0.00	\$0.00	**	\$0.00	No Sub	No Sub	No Sub	No Sub	
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