

District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

December 7, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

RE: Third Year Renewal of Three-Year Contract
Bid #09-084-GF: Health Supplies & Equipment "Catalog Discount"
Henry Schein, Incorporated
School Health Corporation
School Kids Healthcare

On January 20, 2009, official action (attached) was taken to award the above-referenced bid to Henry Schein, Incorporated, School Health Corporation, and School Kids Healthcare. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. Subsequently, the second year of the agreement was awarded on November 17, 2009. The second year of the agreement will expire on February 5, 2011.

Considering services have been satisfactory, Joanne Viggiano, Bid Supervisor, Henry Schein, Incorporated; Scott Jacobson, Bid Pricing Specialist, School Health Corporation; and Bradley G. Smith, GM-Contracts, School Kids Healthcare was contacted to verify their willingness to enter into the third year of the agreement. As such they have agreed in writing (attached) to enter into the third year of the contract.

Therefore, at this time, it is my recommendation to enter into the third year of the agreement with the above-referenced vendors. The third year of the contract will cover the period of February 6, 2011 through February 5, 2012.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/dr

Attachments

District Wide Accreditation • Southern Association of Colleges and Schools

Date/Time: December 1, 2010 10:21:00



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BID RENEWAL REQUEST

BID #09-084-GF

BID TITLE: Health Supplies & Equipment "Catalog Discount"

*

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The third year period shall be from February 6, 2011 through February 5, 2012.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: Henry Schein, Inc.

SIGNATURE: Joanne Viggiano

TYPED NAME AND TITLE: Joanne Viggiano, Bid Supervisor

TELEPHONE (WITH AREA CODE): 631-414-8324 8325

FAX NUMBER (WITH AREA CODE): 866-738-8999

E-MAIL: ~~mambids@henryschein.com~~ specialmarketsbiddept@henryschein.com

DATE: 11/1/10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Debra Reaves, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2219 (PHONE)
(813) 794-2111 (FAX)

* SEE ATTACHMENT REGARDING OUR CATALOG DISCOUNT PROGRAM

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135 Duryea Road
Special Markets E-255
Melville, New York 11747
(800) 851-0400 – 8am-8pm ET
Fax Orders (877) 350-7890
Fax Bids (866) 738-8999
www.henryschein.com

Henry Schein Inc.

Catalog Discount Program

In lieu of a formal request for quotation for specific products or for items not contained on an original RFP, Henry Schein Inc. offers the following Catalog Discount Program:

Catalog Discount: **15% (based on published price)**

Qualifying Catalog¹: Henry Schein Special Markets
Specialty Medical Catalog

Notes:

- Manufacturer freight charges will apply for all equipment, i.e. ice machines, furniture, etc.
- Hazardous materials subject to DOT Hazardous Materials Handling Charge.
- Prescription Items (i.e. Pharmaceuticals and Vaccines) are excluded – please call for pricing.
- Office supplies are excluded from the Catalog Discount Program.
- Free Frt. For all orders over \$100.00

¹ Current Year published catalog

1479430



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BID RENEWAL REQUEST

BID #09-084-GF

BID TITLE: Health Supplies & Equipment "Catalog Discount"

X

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The third year period shall be from February 6, 2011 through February 5, 2012.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Health Corporation

SIGNATURE: Scott Jacobson

TYPED NAME AND TITLE: Scott Jacobson, Bid Pricing Specialist

TELEPHONE (WITH AREA CODE): 800-323-1305

FAX NUMBER (WITH AREA CODE): 800-235-1305

E-MAIL: bids@schoolhealth.com

DATE: November 8, 2012

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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BID RENEWAL REQUEST

BID #09-084-GF

BID TITLE: Health Supplies & Equipment "Catalog Discount"

X

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The second year period shall be from February 6, 2011 through February 5, 2012.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Kids Healthcare
SIGNATURE: *Bradley G. Smith*
TYPED NAME AND TITLE: Bradley G. Smith, GM-Contracts
TELEPHONE (WITH AREA CODE): 866-558-0686
FAX NUMBER (WITH AREA CODE): 800-658-1551
E-MAIL: brads@schoolkidshealthcare.com
DATE: 11-10-10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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November 17, 2009

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent 

RE: Second Year Renewal of Three-Year Contract
Bid #09-084-GF: Health Supplies & Equipment "Catalog Discount"
Henry Schein, Inc.
School Health Corporation
School Kids Healthcare

On January 20, 2009, official action (attached) was taken to award the above-referenced bid to Henry Schein, Inc., School Health Corporation, and School Kids Healthcare. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the agreement will expire on February 5, 2010.

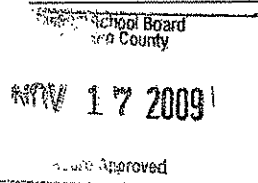
Considering services have been satisfactory, Joanne Viggiano, Bid Supervisor, Henry Schein, Inc.; Scott Jacobson, Bid Pricing Specialist, School Health Corporation; and Bradley G. Smith, GM-Contracts, School Kids Healthcare was contacted to verify their willingness to enter into the second year of the agreement. As such they have agreed in writing (attached) to enter into the second year of the contract.

Therefore, at this time, it is my recommendation to enter into the second year of the agreement with the above-referenced vendors. The second year of the contract will cover the period of February 6, 2010 through February 5, 2011.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/dr

Attachments



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Request
RECEIVED

Department of Purchasing
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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

BID RENEWAL REQUEST

BID #09-084-GF

BID TITLE: Health Supplies & Equipment "Catalog Discount"

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The second year period shall be from February 9, 2010 through February 5, 2011.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: Henry Schein, Inc.

SIGNATURE: *Joanne Viggiano*

TYPED NAME AND TITLE: Joanne Viggiano, Bid Supervisor

TELEPHONE (WITH AREA CODE): 800-851-0400

FAX NUMBER (WITH AREA CODE): 866-738-8999

E-MAIL: msembids@henryschein.com

DATE: 10/27/09

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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BID RENEWAL REQUEST

BID #09-084-GF

BID TITLE: Health Supplies & Equipment "Catalog Discount"

X

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The second year period shall be from February 8, 2010 through February 5, 2011.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Health Corporation

SIGNATURE: Scott Jacobson

TYPED NAME AND TITLE: Scott Jacobson, Bid Pricing Specialist

TELEPHONE (WITH AREA CODE): 800-323-1305

FAX NUMBER (WITH AREA CODE): 800-235-1305

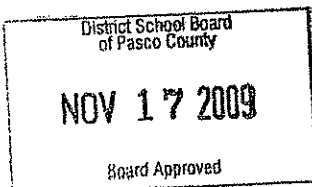
E-MAIL: bids@schoolhealth.com

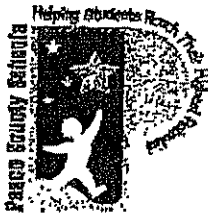
DATE: October 8, 2009

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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BID TITLE: Health Supplies & Equipment "Catalog Discount"

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No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Kids Healthcare

SIGNATURE: *Bradley G. Smith*

TYPED NAME AND TITLE: Bradley G. Smith, GM-Contracts

TELEPHONE (WITH AREA CODE): 866-558-0686

FAX NUMBER (WITH AREA CODE): 800-558-1551

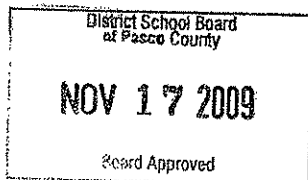
E-MAIL: brads@schoolkidshealthcare.com

DATE: 10-14-09

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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District School Board of Pasco County

Bid Recommendation

| | | | |
|-------------------------|--|--|-------------|
| Bid Title | Health Supplies "Discount" Catalog – District Wide | Number of Vendors Notified | 80 |
| Bid Number | 09-084-GF | Number of Bids Distributed | 14 |
| Date Solicited | November 15, 2008 | Number of Vendors Bidding | 6 |
| Date Opened | December 11, 2008 | Number of Formal "No Bid" Responses | 8 |
| Date Board Presentation | January 20, 2009 | Funding Source | Asset |
| Total Savings | \$5,000.00 Estimated | Grand Total of Bid (First year estimate) | \$75,000.00 |

Recommendation: Recommend acceptance of bids as noted on attached bid tabulation sheet as lowest and best responsive, responsible bids meeting written specifications.

Term of Contract: This bid is for the entire District's "as needed" requirements for health supplies requested by the Student Services Department. The percentage bid is firm and fixed for the term of the bid (catalogs may be updated in January and July only.) This is the first year of a three-year bid renewable annually by mutual consent of both parties. The first year contract period is February 6, 2009 through February 5, 2010.

Notations and Exceptions: This is a multi-award bid (up to three vendors) based on a weighted point system which considers, discount, inventory, location and service. The award is determined by ranking the vendors highest to lowest based upon the largest number of points. The following companies are recommended for award: School Health Corporation (70 points), School Kids Healthcare (51 points), and Henry Schein Inc. (49 points).

Recommend rejection of bids from Gulf South Medical and Laerdal Medical Corporation for failure to meet the specification for sufficient catalog inventory of health supply related items. Therefore, there were not enough items to analyze for bid evaluation purposes. Recommend rejection of bid from Moore Medical for failure to supply a catalog as required in the bid documents for evaluation purposes.

Total savings were based on past usage.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

District School Board
of Pasco County

JAN 20 2009

Bids Evaluated By: Lisa Kern, Supervisor of Student Services for Health

Board Approved

Bids Prepared By: Gail Fowler, CPPB, Buyer

Reviewed and Authorized By: Kendra D. Goodman, CPPB, Purchasing Agent

District School Board
of Pasco County

NOV 17 2009

Board Approved