



Medical and Surgical Supplies  
Executive Summary

**Lead Agency:** University of California

**Solicitation:** 002109-JUL202-MED/SURG RFP 2018AO

**RFP Issued:** August 21<sup>st</sup>, 2020

**Pre-Proposal Date:** August 26<sup>th</sup>, 2020, 9:00am

**Response Due Date:** September 24<sup>th</sup>, 2020

**Proposals Received:** # 9

**Awarded to:**

The University of California San Diego Department of Procurement issued 002109-JUL202-MED/SURG RFP 2018AO on August 21<sup>st</sup>, 2020, to establish a national cooperative contract for Medical and Surgical Supplies.

The solicitation included cooperative purchasing language in Section 1.1.0 Purpose & Objectives of the RFP.

*The purpose of this Request for Proposal (“RFP”) is for qualified suppliers to prepare and submit a proposal to furnish Medical and Surgical Supplies in accordance with the requirements set forth in this RFP.*

*The overall objective of this RFP is to award multiple qualified suppliers that will assist UC San Diego in establishing a sustainable program that provides medical and surgical supplies, exceptional customer service and cost-effective processes to all University of California (UC) campuses, medical centers, and laboratories on a needed basis.*

*Supplier agrees to make available the services to any UC location and other public agencies upon the terms, conditions and pricing set forth in an agreement awarded in response to the supplier's proposal. OMNIA Partners will be supporting our efforts to market the outcome of the solicitation nationally.*

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- University of California CalSource website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA

- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

On September 24<sup>th</sup>, 2020, proposals were received from the following offerors:

- |                        |                      |
|------------------------|----------------------|
| • Asp Global           | • McKesson           |
| • Caleb Milne          | • Medline            |
| • Cardinal Health      | • Sports Brand Group |
| • Deepka Import        | • Uweport            |
| • Henry Schein Medical |                      |

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Henry Schein Medical and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

The University of California San Diego, OMNIA Partners and Henry Schein successfully negotiated a contract, and the University of California San Diego executed the agreement with a contract effective date of July 9<sup>th</sup>, 2021.

Diversity Certification:

Contract includes:

- Supplier provided federal funds certifications which are available on the OMNIA Partners website for review.
- Market Basket with aggressive pricing for Participating Agencies (Please contact Henry Schein for pricing).

Term:

Initial agreement from July 9<sup>th</sup>, 2021, through January 31<sup>st</sup>, 2026, with the option to renew for three (3) additional one-year periods through January 31<sup>st</sup>, 2029.

Pricing/Discount:

- Fixed discount off category pricing
- Market Basket