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PARTNERS



Medical and Surgical Supplies Executive Summary

Lead Agency: University of California

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

RFP Issued: August 21st, 2020

Pre-Proposal Date: August 26th, 2020, 9:00am

Response Due Date: September 24th, 2020

Proposals Received: # 9

Awarded to:

The University of California San Diego Department of Procurement issued 002109-JUL202-MED/SURG RFP 2018AO on August 21st, 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 CalUSource 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 24th, 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 Medline Industries. LP. 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 Medline Industries Inc. successfully negotiated a contract, and the University of California San Diego executed the agreement with a contract effective date of November 3rd, 2021.

Diversity Certification:

Contract includes:

- 550,000 products
- Free Freight over \$350

Term:

Initial agreement from November 3rd, 2021, through November 2nd, 2026, with the option to renew for three (3) additional one-year periods through November 2nd, 2029.

Pricing/Discount:

- 30% off Medline Brand Products off list price
- 25% off non-Medline/National Brand products off list price
- Market Basket