

# UNIVERSITY OF CALIFORNIA

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SANTA BARBARA • SANTA CRUZ

OFFICE OF THE EXECUTIVE VICE PRESIDENT—  
CHIEF FINANCIAL OFFICER

OFFICE OF THE PRESIDENT  
1111 Franklin Street, 10<sup>th</sup> Floor  
Oakland, California 94607-5200



February 8, 2021

Dear Mr. [REDACTED],

The proposal evaluation process for the University of California's large distributor category, General Lab Supplies (RFP 2101-July 2020), has been completed. We are pleased to announce that Fisher Scientific has been selected as Apparent Primary Awardee for laboratory supplies at the ten UC campuses. Additionally, Fisher Scientific is the Apparent Sole Awardee for the national public entity program, as outlined in the RFP documentation. The national program will be administered during the agreement term by OMNIA Partners. The initial agreement period will run from March 1, 2021 through February 28, 2025, with optional extensions at the University's discretion.

This is not a guarantee of contract; any finalized contract is pending successful negotiation of agreement terms within documents, as specified in the RFP. National contracting and roll-out dates shall be communicated by OMNIA Partners.

Successful completion of contract award by March 1, 2021 depends upon the following:

1. UC contract document completion.
2. Resolution of Seller exceptions to RFP or UC attachments.
3. Contingency resolution. This includes:
  - Seller reimbursement of UCSF and UCSD for Last Mile costs at a rate mutually agreeable between individual campus and Seller.
  - Seller agreement to continue discussions with UCSC on Last Mile reimbursement.
  - Fine-tuning prices on RFP Market Basket (Exact-Match) & Private Label SKU's to ensure competitiveness.

- LSG product pricing through Fisher Scientific cannot be higher than purchasing directly from LSG.
- Seller working in good faith to hire a national program analyst who will also provide pricing reports to the UC, upon request.
- Seller and UC working in good faith to ensure that UC's market basket list is dynamic, priced competitively, and reflective of UC purchases during each year of the contract.
- Seller and UC working in good faith to bring all Thermo divisions under one Thermo Fisher agreement.

I look forward to our next negotiation meeting to resolve the above items. In the meantime Heidi and I will be sending you back Fisher's redlined contract documents for your review.

Congratulations and thank you again for your cooperation during this process.

Sincerely,

*Valerie Vergara*

Valerie Vergara  
Associate Director, Life Sciences  
Procurement Services

