



CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

C-21

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December 5, 2006

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt Specifications No. PA-00307 and award a contract to Bound Tree Medical, LLC; Life Assist, Inc.; McKesson Medical Surgical, Inc.; SAS Safety Corp, and Tri-anim Health Services for furnishing and delivering emergency medical supplies, in the total estimated annual amount of \$450,000 for the period of one year, with the option to renew for two additional one-year periods, at the discretion of the City Manager. (Citywide)

DISCUSSION

City Council approval is being requested to enter into an annual contract to furnish and deliver emergency medical supplies to support the Fire Department paramedic teams. This award combines the estimated annual requirements for the Fire Department to secure pricing at the highest possible discount available, based on historical volume. The specifications require web-enabled ordering and two-day delivery to reduce stocking requirements and shelf life concerns. Multiple contractors are being recommended to ensure timely deliveries at the lowest cost.

The bid was advertised on September 14, 2006, and 49 potential bidders specializing in emergency medical supplies chose to download the bid opportunity; twelve are Minority-owned Business Enterprises (MBEs), eight are Women-owned Business Enterprises (WBEs), four are Long Beach businesses, and four are a certified Small Business Enterprises (SBEs). The bid document was made available from the Purchasing Division located on the Plaza Level of City Hall and the Division's website at www.lbpurchasing.org. A bid announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 32 local, minority and women's business groups. Bids were opened on October 11, 2006. Bound Tree Medical, LLC, of Dublin, OH; Life Assist, Inc., of Rancho Cordova, CA; McKesson Medical Surgical, Inc., of Richmond, VA; SAS Safety Corporation of Long Beach, CA, and Tri-anim Health Services of Sylmar, CA are the lowest responsible bidders.

This matter was reviewed by Deputy City Attorney Donna F. Gwin on July 8, 2006 and Budget Management Officer David Wodynski on November 20, 2006.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. PA-00307 and award the contracts concurrently is requested on December 5, 2006 to ensure that emergency medical supplies are available January 12, 2007, when the current contracts expire.

FISCAL IMPACT

The cost of these contracts, in the estimated annual amount of \$450,000, is budgeted in the General Fund (GP) and in the Fire Department (FD). This estimate is based on historical expenditures and reflects a \$50,000 decrease from the amount awarded in the previous contract. The term of the contract will be for one year, with the option to renew for two additional one-year periods. The City will have the option of adding expenditures up to 10 percent (or \$45,000) above the contract amount.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



for MICHAEL A. KILLEBREW
DIRECTOR OF FINANCIAL MANAGEMENT

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APPROVED:



GERALD R. MILLER
CITY MANAGER