

Boone County Purchasing

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MEMORANDUM

TO: Boone County Commission
FROM: Liz Palazzolo, Senior Buyer
DATE: December 10, 2024
RE: Award of County Contract C000900 from RFB 47-16NOV24 for Active Shooter Kit Supplies (Term & Supply) for the Boone County Emergency Management Department - CPR Savers & First Aid Supply

Purchasing requests the award of Boone County contract C000900 as a result of competitive bid RFB 47-12NOV24 for Active Shooter Kit Supplies, Term & Supply, for the Boone County Emergency Management Department. Four (4) bids were received:

1. Bound Tree Medical, LLC of Dublin, Ohio
2. North American Rescue, LLC of Greer, South Carolina
3. Life-Assist of Rancho Cordova, California
4. CPR Savers & First Aid Supply

The bid from Life-Assist has been determined non-responsive for failure to submit firm renewal pricing. In response to pricing adjustment quotes for each of the three renewal options, Life-Assist stated in their bid “Life-Assist will pass all price adjustments at the time of renewal based on manufacturer price changes.” The RFB clearly required bidders to “...respond with a firm, fixed percentage of increase or decrease...” The response from Life-Assist for renewal pricing will be an increase but it is not a firm percentage as required. As such the total maximum potential liability of the County contracting with Life-Assist would be unknown. Their bid was removed from further consideration.

The remaining three bids have been reviewed by the Purchasing Department and the Boone County Emergency Management Department.

It is noted for the record that Bound Tree Medical LLC’s bid for line item 4.10.12, the Nasopharyngeal Airway 28F with Lubricant is non-responsive because the Curaplex Airway product does not include lubricant as required by the RFB. Bound Tree Medical LLC’s bid for this item could not be considered for award. Additionally, Bound Tree Medical LLC is also non-responsive for item 4.10.3, the CAT Kydex Belt Holder. The RFB required that the item have the ability to be mounted vertically or horizontally. The CAT belt holder bid by Bound Tree Medical does not have the capability of being

mounted vertically or horizontally. Bound Tree Medical bid a NAR 30-0160 which is only vertically mounted.

Additionally, it is noted for the record that the RFB referred to product code NAR10-0015 for line item 4.10.13, the Hyfin Vented Chest Seal Twin Pack. This product code is a single pack and should have instead been the NAR 10-0037. Pricing for this item has been adjusted so all bid pricing reflects twin-pack pricing for the cost evaluation:

North American Rescue bid a twin pack price (NAR 10-0037) – their quoted price of \$12.08 per each twin-pack was not adjusted. CPR bid \$10.95 per single pack. Their pricing was multiplied by “2” to get “\$21.90” that was used in the cost evaluation. Bound Tree Medical LLC bid \$9.73 per single-pack. Bound Tree Medical LLC’s pricing was multiplied by “2” to get “\$19.46” used in the cost evaluation to compare twin-pack pricing across the board.

The Bid Tabulation and the Cost Evaluation follow this memo. The County will award to two bidders who are low-bid for the identified line item as follows. No award will be made for line items 4.10.2 (bag strap), line item 4.10.9 (triage tags) and 4.10.10 (webbing).

Awards to CPR Savers & First Aid Supplies:

Line Item	Description	Firm Per Each Price
4.10.2	<p>Rothco Utility Strap / 55" - Black General Purpose 55" Long GI Utility Strap, Brand Reference: Rothco #9025</p>	\$4.25
4.10.12	<p>Nasopharyngeal Airway 28 F with Lubricant Dependable, secure and effective, does not dislodge during transport and is equipped with sealed packet of surgical lubricant for easy insertion. Brand Reference: Dynarex 36279 and 1250</p>	\$2.10

The Purchasing Department conducted the cost evaluation using original pricing and all renewal increase price adjustments as bid in order to calculate the County’s maximum potential liability. The Cost Evaluation follows this memo.

The contract period will run December 16, 2024 through December 15, 2025. There are three (3) one-year renewal options available to renew the contract at the County’s option.

This is a Term and Supply contract for the Boone County Emergency Management Department. Payments will be made from the following accounts:

2702 – Emergency Management Operations/23501 – Medicine and Medical Supplies/Equipment: \$40,000.00 budgeted

/lp

c: Contract File

Awards = Shaded

(*)

Grand Totals Comparison: RFB 47-12NOV24 - Active Shooter Kits Supplies - Term & Supply				
	North American Rescue LLC	CPR Savers & First Aid Supply	Bound Tree Medical	
4.10.1 Rothco Black Canvas Cargo Bag Canvas Small Parachute Cargo Bag, made of durable heavyweight canvas and measures minimum 19" X 12" X 11" with snap-closure storm flap and full-length zipper Brand Reference: Rothco #8107 or Equal	No Bid	\$ 90.12	\$86.72	✓
4.10.2 Rothco Utility Strap / 55" - Black General Purpose 55" Long GI Utility Strap, Brand Reference: Rothco #9025 or Equal	No Bid	\$ 24.01	No Bid	✓
4.10.3 CAT Kydex Belt Holder – Black – Rigid Gen 7 CAT Case with Cover Allows CAT Tourniquet to be mounted on duty belt – fits up to a 2.25" belt; can be mounted vertically or horizontally or attached to Safariland Drop Leg Shroud; uses Kydex ® for strength and durability and retention of CAT without additional straps or covers; includes Blue Cross identifier patch. Brand Reference: North American Rescue or Equal	\$ 128.79	\$ 242.39	\$94.52 - Non-Responsive - See File Memo	✓
4.10.4 North American Rescue (NAR) Trauma Scissors Trauma Scissors, minimum 7.25-inches– Premium grade stainless steel with precision sharpness; includes enhanced serrated lower edge that cuts through toughest materials; clothing-lift lip and rounded for patient safety; soft-grip, non-slip contoured handles for maximum control even when wet; all black color. Brand Reference: NAR #ZZ-0063 or Equal	\$ 31.38	\$ 44.92	\$35.60	✓
4.10.5 Surgical Tape – 3M Micropore 2" X 10 Yards Each Roll with Dispenser Package of 2 Rolls Brand Reference: 3M or Equal	No Bid	\$ 16.89	\$13.58	✓

(*) For complete cost evaluation see file C000892.

Grand Totals Comparison: RFB 47-12NOV24 - Active Shooter Kits Supplies - Term & Supply

	North American Rescue LLC	CPR Savers & First Aid Supply	Bound Tree Medical	
4.10.6 Quiklitter – Carry Litter Standard XL Size 10-handles (4 on each side and 1 larger handle at head and foot of litter) Can carry up to 500-pounds Latex Free – woven polyethylene Water Resistant Brand Reference: NAR # 60-0061 or Equal	\$ 55.95	\$ 95.77	\$ 63.06	
4.10.7 CPR Pocket Mask, Basic, with Yellow Hard Plastic Case Brand Reference: Laerdal 82001933 or Equal	\$ 37.41	\$ 107.07	\$ 62.07	
4.10.8 First Aid Kit – Individual Kit, Type 1 NSN# 6545-00-656-1092 INDIVIDUAL FIRST AID KIT: Kit shall at minimum include first aid supplies for one person. Packaged in a handy two-piece plastic box, the kit includes antiseptics, assorted bandages, latex gloves, mouth-to-mouth barrier, towelette, adhesive tape and pain relievers.	\$ 206.80	\$ 79.10	\$ 73.32	
4.10.9 Triage Tags – Replacement AZ with Cable/Zip Ties 35-pack Brand Reference: Bound Tree 441260 or Equal	No Bid	\$ 248.32	\$ 126.16	NO AWARD
4.10.10. Webbing, 1" Tubular Nylon – Minimum 22.5' piece, Black Brand Reference: Rescue Essentials or Equal	No Bid	\$ 67.80	\$ 32.02	NO AWARD
4.10.11 Combat Application Tourniquet (C-A-T) - Tactical Black Proven to be 100% effective in occluding blood flow in both lower and upper extremities; includes single routing buckle for faster application; reinforced windlass, stabilization plate, windlass clip and writeable windlass security strap; including Red Tip Technology elliptical tab that provides visual clues during application. Brand Reference North American Rescue NAR # 30-0001 (NSN#:6516 01-521-7976) or Equal	\$ 103.36	\$ 140.97	\$ 104.82	

Grand Totals Comparison: RFB 47-12NOV24 - Active Shooter Kits Supplies - Term & Supply

	North American Rescue LLC	CPR Savers & First Aid Supply	Bound Tree Medical	
<p>4.10.12 Nasopharyngeal Airway 28 F with Lubricant Dependable, secure and effective, does not dislodge during transport and is equipped with sealed packet of surgical lubricant for easy insertion.</p> <p>Brand Reference: North American Rescue NAR # ZZ-0034 (NSN# 6515-01-529-1187) or Equal</p>	\$ 19.31	\$ 11.87	\$6.68 - Non-Responsive - See File memo	
<p>4.10.13 Hyfin Vented Chest Seal Twin Pack</p> <p>Completely occlusive dressing designed for the treatment and management of an open chest wound cause by penetrating trauma; adhesive creates superior seal; transparent backing allows easy placement over wound; red elliptical tab for single-step peel-and-adhere application.</p> <p>Brand Reference: NAR # 10-0015 (NSN# 6510-01-642-6212) or Equal</p>	\$ 52.07	\$ 123.74	\$83.88	
<p>4.10.14 Combat Gauze LE, Z-Fold</p> <p>Soft, white, sterile, non-woven, Minimum 3 inches X 4 yards Z-folded gauze impregnated with kaolin. Individually wrapped in an easy rip, military grade foil pouch. Minimum 5-year shelf life.</p> <p>Brand Reference: NAR #30-0109 Or Equal</p>	\$ 156.37	\$ 197.47	\$147.06	
<p>4.10.15 S-Rolled Gauze - 4.5 inch</p> <p>4.5 in. x 4.1 yd Sterile, 6-ply premium cotton gauze, S-rolled.</p> <p>Uses packaging configuration and dispenser that allows controlled application as a complete unit or in a continuous linear feed; Unused portion remains protected from contamination during application.</p>	\$ 11.12	\$ 27.97	\$11.94	

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<p>4.10.16 Flat Emergency Trauma Dressing (ETD) – 6-inch length</p> <p>Sterile bandage suitable for applying immediate direct pressure; Flat folded, vacuum configuration; resilient elastic wrap equipped with a sterile non-adherent pad, durable securing device.</p> <p>Brand Reference: North American Rescue NAR # 30-0094 or Equal</p>	\$ 25.34	\$ 44.92	\$28.23	
<p>4.10.17 AR5/ Needle Decompression (10-gauge x 3.25 in.)</p> <ul style="list-style-type: none"> • Strong, reliable needle/catheter: 10-gauge x 3.25 in. • Rugged needle/catheter protective tube • Easy ID textured twist top with handy clip • Easy-open container for quick access • Capless flash chamber for immediate confirmation of needle placement • Convenient, compact size <p>Brand Reference: NAR # ZZ-0298 or Equal</p>	\$ 59.87	\$ 95.77	\$68.32	