

Memorandum



CITY OF DALLAS

DATE January 04, 2019

TO Honorable Members of the Public Safety and Criminal Justice Committee

SUBJECT **PSCJ Upcoming Agenda Items – January 09, 2019 Council Agenda**

The next scheduled Public Safety and Criminal Justice Committee (PSCJC) Meeting is Monday, January 14, 2018. Due to the committee not meeting again prior to the January 09, 2019 Council Agenda, I have provided a summary of upcoming agenda items below and attached the information for each item.

- A. Agenda Item #24 (File ID: 18-1385): Authorize a three-year service contract, with two one-year renewal options, for the implementation and operation of the ambulance supplemental payment program and preparation and reporting of the cost allocation report to the Texas Health and Human Services Commission for the Fire-Rescue Department - Public Consulting Group, Inc. through an interlocal agreement with the City of Plano - Estimated Revenue: \$35,104,471.00 (see Fiscal Information)
- B. Agenda Item #26 (File ID: 18-1357): Authorize a three-year master agreement for the purchase of emergency and non-emergency medical supplies for citywide use - Nashville Medical and EMS Products, Inc. in an estimated amount of \$2,594,833.29, Life-Assist, Inc. in an estimated amount of \$1,864,692.24, Concordance Healthcare Solutions, LLC in an estimated amount of \$992,378.00, Medline Industries, Inc. in an estimated amount of \$541,473.19, and Bound Tree Medical, LLC in an estimated amount of \$463,298.99, lowest responsible bidders of thirteen - Total estimated amount of \$6,456,675.71 - Financing: General Fund

Please contact me if you have any questions or need additional information.

Jon Fortune
Assistant City Manager

c: Honorable Mayor and Members of the City Council
T.C. Broadnax, City Manager
Chris Caso, City Attorney (I)
Carol A. Smith, City Auditor (I)
Biliera Johnson, City Secretary
Preston Robinson, Administrative Judge

Kimberly Bizer Tolbert, Chief of Staff to the City Manager
Majed A. Al-Ghafry, Assistant City Manager
Joey Zapata, Assistant City Manager
Nadia Chandler Hardy, Assistant City Manager & Chief Resilience Officer
M. Elizabeth Reich, Chief Financial Officer
Directors and Assistant Directors



Agenda Information Sheet

File #: 18-1385

Item #: 24.

STRATEGIC PRIORITY: Government Performance and Financial Management

AGENDA DATE: January 9, 2019

COUNCIL DISTRICT(S): All

DEPARTMENT: Office of Procurement Services

EXECUTIVE: Elizabeth Reich

SUBJECT

Authorize a three-year service contract, with two one-year renewal options, for the implementation and operation of the ambulance supplemental payment program and preparation and reporting of the cost allocation report to the Texas Health and Human Services Commission for the Fire-Rescue Department - Public Consulting Group, Inc. through an interlocal agreement with the City of Plano - Estimated Revenue: \$35,104,471.00 (see Fiscal Information)

BACKGROUND

This service contract will provide for the implementation and operation of the ambulance supplemental payment program (ASPP), and preparation and reporting of the cost allocation report to the Texas Health and Human Services Commission (HHSC) for uncompensated emergency ambulance service for the City. The City's cost to provide Medicaid-covered patient care to each Medicaid patient and the uninsured is greater than revenue received during the monthly billing and collection services. The ASPP is a federally approved program that helps reduce the gap between the cost of providing emergency ambulance services to Medicaid patients and what Medicaid pays for those services. Additionally, the ASPP help cover a portion of the City's cost for the uninsured patient. This contract will allow the vendor to assist the Fire-Rescue Department in analyzing the emergency medical services costs, the billing and collection claims, to ensure compliance with the federal Medicaid regulations, and prepare a cost allocation report under the set standard by HHSC for the City.

In the last five and a half fiscal years this program has captured \$78.4 million dollars in gross revenue that the City would have had to continue covering from its general fund, which represents a portion of the current gap. Under this contract the City will pay Public Consulting Group, Inc. a commission of 6 percent of collected gross revenues paid by HHSC. Public Consulting Group, Inc. a national firm, will also assist the City of Dallas in implementing changes that are required by the Center for Medicare and Medicaid Services with the extended State of Texas 1115 Waiver Program.

The interlocal agreement with the City of Plano is authorized by Chapter 791 of the Texas Government Code and Subchapter F, Chapter 271, Texas Local Government Code. Section 271.102 of the Texas Local Government Code which authorizes a local government to participate in a Cooperative Purchasing Program with another local government or a local cooperative organization.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On October 10, 2012, City Council authorized a three-year service contract with Public Consulting Group, Inc. for the implementation and operation of the Medicaid supplement payment program for a commission of 12% of collected gross revenues by Resolution No. 12-2514.

On October 28, 2015, City Council authorized Supplemental Agreement No. 2 to extend the term of the service contract with Public Consulting Group, Inc. for the continual operation of the Ambulance Supplemental Payment Program until the City received the revenue from Health and Human Services Commission, for a period of two-years extending the term of the contract from October 9, 2015 to October 9, 2017, by Resolution No. 15-1941.

The Public Safety and Criminal Justice Committee will be briefed by memorandum regarding this matter on January 4, 2019.

FISCAL INFORMATION

Estimated Revenue - \$35,104,471.00

FY 2018-19 - \$17,552,235.00

FY 2019-20 - \$8,776,118.00

FY 2020-21 - \$8,776,118.00

Estimated General Fund Expense - \$2,106,268.00

FY 2018-19 - \$1,053,134.00

FY 2019-20 - \$526,567.00

FY 2020-21 - \$526,567.00

M/WBE INFORMATION

In accordance with the City’s Business Inclusion and Development Plan adopted on October 22, 2008, by Resolution No. 08-2826, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$17,552,235.00	Revenue	N/A	N/A	N/A
• The Business Inclusion and Development Plan does not apply to Revenue contracts.				

PROCUREMENT INFORMATION

Method of Evaluation for Award Type:

Interlocal Agreement/Intergovernmental Agreement	<ul style="list-style-type: none">• Interlocal Agreements/Intergovernmental Agreements allow the City to take advantage of competitively bid contracts by a State agency or local government and enable the City to purchase goods or services at lower prices• Interlocal Agreements/Intergovernmental Agreements are an alternative method of meeting the requirements for competitive bidding or competitive sealed proposals, not an exception from that requirement
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OWNER

Public Consulting Group, Inc.

William S. Mosakowski, President
Tony McLean Brown, Vice President
Stephen P. Skinner, Secretary
Daniel T. Heaney, Treasurer

January 9, 2019

WHEREAS, on October 10, 2012, City Council authorized a three-year service contract with Public Consulting Group, Inc. for the implementation and operation of the Medicaid supplement payment program for a commission of 12% of collected gross revenues, by Resolution No. 12-2514; and

WHEREAS, on October 23, 2013, Administrative Action No. 13-6638 authorized Supplemental Agreement No. 1 to the service contract with Public Consulting Group, Inc. to include “uninsured claims” under the Scope of Services under the Ambulance Supplemental Payment Program; and adjust the percentage rate of the commission from 12% to 6% for services beginning on or after October 1, 2012; and

WHEREAS, on October 28, 2015, City Council authorized Supplemental Agreement No. 2 to extend the term of the service contract with Public Consulting Group, Inc. for the continual operation of the Ambulance Supplemental Payment Program until the City is receive the revenue from Health and Human Services Commission, for a period of two-years extending the term of the contract from October 9, 2015 to October 9, 2017 by Resolution No. 15-1941; and

WHEREAS, Public Consulting Group, Inc. has played a pivotal role from inception in the development and implementation of the Ambulance Supplemental Payment Program for the City of Dallas, and for the last five and a half years have been successful in preparation, reporting and oversight of the desk review to Health and Human Services Commission resulting in the City receiving revenue payment of over \$78.4 million for the unpaid services that the City would have had to absorb in the general fund; and

WHEREAS, the State of Texas’ 1115 Waiver Program covering among others, governmental Ambulance Providers, has been renewed by the Center for Medicare and Medicaid Services (CMS) with changes include charity care policy for another five years covering fiscal year 2018 through fiscal year 2022; and

WHEREAS, it in the most favorable interest of the City to retain the current services with Public Consulting Group, Inc. for consistency and six years of experience in implementing the new changes and representing the City of Dallas to the Health and Human Services Commission for the duration of the newly extended program period.

Now, Therefore,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

January 9, 2019

SECTION 1. That the City Manager is hereby authorized to execute a service contract with Public Consulting Group, Inc. (VS0000069890) through an interlocal agreement with the City of Plano, approved as to form by the City Attorney, for the implementation and operation of the ambulance supplemental payment program and preparation and reporting of the cost allocation report to the Texas Health and Human Services Commission (HHSC) for the Fire-Rescue Department, for a term of three years, with two one-year renewal options, for a commission of 6 percent of the annual gross revenue amount paid to the City by HHSC.

SECTION 2. That the Chief Financial Officer is hereby authorized to deposit revenue generated from the Ambulance Supplement Payment Program from the Health and Human Services Commission into Fund 0001, Department DFD, Unit ER90, Revenue Code 741A.

SECTION 3. That the Chief Financial Officer is hereby authorized to disburse funds, not to exceed 6 percent of collected gross revenues for the Ambulance Supplemental Payment Program upon the payment to the City by the Health and Human Services Commission to Public Consulting Group, Inc. from Fund 0001, Department DFD, Unit ER90, Object 3072 (subject to appropriations).

SECTION 4. That this contract is designated as Contract No. DFD-2019-00008672.

SECTION 5. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.



Agenda Information Sheet

File #: 18-1357

Item #: 26.

STRATEGIC PRIORITY: Public Safety
AGENDA DATE: January 23, 2019
COUNCIL DISTRICT(S): All
DEPARTMENT: Office of Procurement Services
EXECUTIVE: Elizabeth Reich

SUBJECT

Authorize a three-year master agreement for the purchase of emergency and non-emergency medical supplies for citywide use - Nashville Medical and EMS Products, Inc. in an estimated amount of \$2,594,833.29, Life-Assist, Inc. in an estimated amount of \$1,864,692.24, Concordance Healthcare Solutions, LLC in an estimated amount of \$992,378.00, Medline Industries, Inc. in an estimated amount of \$541,473.19, and Bound Tree Medical, LLC in an estimated amount of \$463,298.99, lowest responsible bidders of thirteen - Total estimated amount of \$6,456,675.71 - Financing: General Fund

BACKGROUND

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This master agreement will provide emergency and non-emergency medical supplies citywide. The Dallas Fire-Rescue Department (DFR) stores emergency and non-emergency medical supplies at the emergency medical supplies warehouse, located at 5000 Dolphin Rd. The supplies are distributed to 57 stations throughout the City for use on 42 front line rescues (ambulances), 57 engines, and 22 front line ladder trucks. Each vehicle stores a determined amount of each item used to provide medical care during the emergency response call. In FY 2018, DFR responded to over 205,000 emergency medical calls. This master agreement will also provide emergency and non-emergency medical supplies on an as needed basis for all City departments for purposes such as replenishing first aid kits.

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out 13,593 email bid notifications to vendors registered under respective commodities. To further increase competition, the Office of Procurement

Services uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, the Office of Business Diversity sent notifications to 25 chambers of commerce and advocacy groups to ensure maximum vendor outreach.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On August 27, 2014, City Council authorized a three-year master agreement for emergency and non-emergency medical supplies for Fire-Rescue, Code Compliance, Police, Women, Infant and Children’s clinics and other various departments with Bound Tree Medical, LLC, MMS A Medical Supply Company, Masimo Corporation, and Cintas First Aid and Safety by Resolution No. 14-1353.

The Public Safety and Criminal Justice Committee will be briefed by memorandum regarding this matter on January 4, 2019.

FISCAL INFORMATION

General Fund - \$6,456,675.71 (Estimated amount)

FY 2018-19 - \$2,152,225.23

FY 2019-20 - \$2,152,225.23

FY 2020-21 - \$2,152,225.25

M/WBE INFORMATION

In accordance with the City’s Business Inclusion and Development Plan adopted on October 22, 2008, by Resolution No. 08-2826, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$6,456,675.71	Goods	18.00%	1.63%	\$105,000.00
<ul style="list-style-type: none"> • This contract does not meet the M/WBE goal, but complies with good faith efforts. 				

PROCUREMENT INFORMATION

Method of Evaluation for Award Type:

Low Bid	<ul style="list-style-type: none"> • Recommended vendor is based on the lowest competitive quoted price, who is also technically and financially capable of performing and completing the contract, and otherwise meets all material specification requirements • Negotiations are not allowed
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The Office of Procurement Services received the following bids from solicitation number BL1830. We opened them on November 16, 2018. We recommend the City Council award this master agreement to the lowest responsive and responsible bidders by group. Information related to this solicitation is

available upon request.

*Denotes successful bidders

<u>Bidders</u>	<u>Address</u>	<u>Amount</u>
*Nashville Medical and EMS Products Inc.	701 Central Ave. West Springfield, TN 37172	Multiple Groups
*Life-Assist, Inc.	11277 Sunrise Park Dr. Rancho Cordova, CA 95742	Multiple Groups
*Concordance Healthcare Solutions, LLC	85 Shaffer Park Dr. Tiffin, OH 44883	Multiple Groups
*Medline Industries, Inc.	Three Lakes Dr. Northfield, IL 60093	Multiple Groups
*Bound Tree Medical, LLC	5000 Tuttle Crossing Blvd. Dublin, OH 43016	Multiple Groups***
Henry Schein, Inc.	140 Crouch Commercial Court Irmo, SC 29063	Multiple Groups
Taylor Distribution Group, LLC	North Dallas Pkwy. Suite #400 Dallas, TX 75248	Multiple Groups
Teleflex Medical Incorporated	East Swedesford Rd. Suite #400 Wayne, PA 19087	Non-responsive**
Arrow International, Inc.	East Swedesford Rd. Suite #400 Wayne, PA 19087	Non-responsive**
Butler Animal Health Supply, LLC	400 Metro Place North Dublin, OH 43017-3340	Non-responsive**
Ever Ready First Aid & Medical Supply	300 Liberty Ave. Brooklyn, NY 11207	Non-responsive**
Quadmed	11210-1 Phillips Industrial Blvd. Jacksonville, FL 32256	Non-responsive**
Medco Supply Company	25 NorthPointe Pkwy. Suite #25 Amherst, NY 14228	Non-responsive**

**Teleflex Medical Incorporated, Arrow International, Inc., Butler Animal Health Supply, LLC, Ever Ready First Aid & Medical Supply, Quadmed, and Medco Supply Company were deemed non-responsive due to not meeting specifications.

***The City has received a protest regarding this procurement which has been addressed. Please find attached the vendor protest letter and the City's response.

OWNERS

Nashville Medical and EMS Products, Inc.

Nari Sadarangani, President

Life-Assist, Inc.

Ramona Davis, President
Cherie Prior, Vice President
Judy Davis, Secretary
Linda Bergaus, Treasurer

Concordance Healthcare Solutions, LLC

Thomas J. Harris, President
Roger Benz, Vice President
Jaysen Stevenson, Secretary
Todd Howell, Treasurer

Medline Industries, Inc.

Andrew Mills, President
James D. Abrams, Vice President
Alex Liberman, Secretary
Mark Drazin, Treasurer

Bound Tree Medical, LLC

Jeffery M. Prestel, President
Brian LaDuke, Vice President
Mark J. Dougherty, Secretary

January 23, 2019

WHEREAS, on August 27, 2014, City Council authorized a three-year master agreement for emergency and non-emergency medical supplies for Fire-Rescue, Code Compliance, Police, Women, Infant and Children's clinics and other various departments with Bound Tree Medical, LLC in the amount of \$1,473,126.00, MMS A Medical Supply Company in the amount of \$952,627.00, Masimo Corporation in the amount of \$285,120.00, and Cintas First Aid and Safety in the amount of \$5,929.00, by Resolution No. 14-1353.

Now, Therefore,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

SECTION 1. That a master agreement for the purchase of emergency and non-emergency medical supplies for citywide use is authorized with Nashville Medical and EMS Products, Inc. (VS91935) in an estimated amount of \$2,594,833.29, Life-Assist, Inc. (VS0000082009) in an estimated amount of \$1,864,692.24, Concordance Healthcare Solutions, LLC (VS99492) in an estimated amount of \$992,378.00, Medline Industries, Inc. (VS96892) in an estimated amount of \$541,473.19, and Bound Tree Medical, LLC (507833) in an estimated amount of \$463,298.99, approved as to form by the City Attorney, for a term of three years, in a total estimated amount of \$6,456,675.71. The amount payable pursuant to this master agreement may exceed the estimated amount, but may not exceed the amount of budgetary appropriations for this master agreement during its term.

SECTION 2. That the Purchasing Agent is authorized, upon appropriate request and documented need by a user department, to issue a purchase order for emergency and non-emergency medical supplies for citywide use. If a written contract is required or requested for any or all purchases of emergency and non-emergency medical supplies for citywide use under the master agreement instead of individual purchase orders, the City Manager is authorized to execute the contract, approved as to form by the City Attorney.

SECTION 3. That the Chief Financial Officer is hereby authorized to disburse funds in an estimated amount of at least \$6,456,675.71, but not more than the amount of budgetary appropriations for this master agreement during its term to Nashville Medical and EMS Products Inc., Life-Assist, Inc., Concordance Healthcare Solutions, LLC, Medline Industries, Inc., and Bound Tree Medical, LLC from Master Agreement Contract No. POM-2019-00008736.

SECTION 4. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.



Office of Procurement Services

www.bids.dallascityhall.org
1500 Marilla Street, Room 3FS
Dallas, Texas 75201-6390

December 19, 2018

Mr. Brian LaDuke
President, Emergency Preparedness
Bound Tree
5000 Tuttle Crossing Blvd.
Dublin, OH 43016

RE: Protest of RFB BL1830 – Emergency & Non-Emergency Medical Supplies

Mr. LaDuke:

The Office of Procurement Services (OPS) of the City of Dallas is in receipt of your letter dated December 18, 2018, where you formally protest the award of BL1830 for emergency and non-emergency medical supplies. Your protest letter alleges, in summary, that there were various errors in the City's bid results and tabulation, including: substitutions, unit of measure issues and references.

Your allegations are based on information you received from the Preliminary Bid Tabulation. As standard practice, the assigned buyer reviewed the bid tabulation to identify and address any issues prior to recommending an award. As so, all substitutions were reviewed and accepted by the client department, prices were verified, references were contacted, and bids were deemed either responsive or non-responsive. In regard to Group 20 "Gloves," the City has made the decision to not make an award and as a registered vendor with the City, Bound Tree will be contacted on any future solicitations.

The concerns submitted in your protest have been reviewed by my office, and no issues were found to reconsider the award. Your protest letter and the City's response will be made available to the City Council during award consideration on January 9, 2019. This response does not prevent you from addressing your concern to the City Council at the time the item is considered for award or from submitting bids on any future solicitations.

Respectfully,

Michael Frosch, Director, Office of Procurement Services

C: Barbara McAninch, City Attorney's Office
Juanita Ortiz, Assistant Director, Office of Procurement Services
Wanda Moreland, Assistant Director, Dallas Fire-Rescue



December 18, 2018

City of Dallas City Hall
1500 Marilla St. #3FN
Dallas, TX 75201

Dear Bethany Lindberg:

Regarding The City of Dallas's Request for Proposal BL1830, we want to thank you for the opportunity and for considering Bound Tree Medical. We sincerely appreciate the relationship.

I am writing to respectfully protest the City of Dallas's Bid Results and tabulation. Below is a brief outline explaining why Bound Tree Medical feels the results should be reconsidered.

- Offers from Henry Schein Animal, Henry Schein EMS & QuadMed should be disqualified as they did not follow the proper percentage off catalog bidding structure.
- We believe that the Nashville Medical offer should be disqualified.
 - Nashville Medical has a history of service issues within the City and across the Nation. They are also known under the dba names "Kentron", "EMS Products, Inc", and "Nashville Medical".
 - Nashville Medical's offer has over 50 items bid with brand name "Kentron". Based on feedback from the market we do not believe these items will be of equal quality to the products expected by the City of Dallas & Fire Department.
 - Nashville Medical has bid many items that cannot be found to verify catalog price and has no printed catalog. In at least one case, the pen lights in Group 7b, were bid with a catalog price of \$4.90, but their website shows catalog pricing at \$6.50. As a result, inaccurate catalog pricing would skew the group results and the subsequent award.
- In group 1a 'Supplies, Airway Delivery', the apparent low Bidder Nashville EMS shows line 1 as a King System kit however in parenthesis indicated that the item bid is an alternative product manufactured by "Kentron". The "Kentron" kits are not manufactured by the manufacturer, Ambu, or in an approved kitting facility.
- In Group 2b 'Equipment Diagnostic', the Temporal Scanner on line 11 bid by Nashville Medical is not clinically equal to the product requested. In fact, the item Nashville Medical bid has previously been rejected by the Fire Department.
- In Group 3b 'Equipment Bags/Cases', the Apparent low Bidder Medline appears to have unit of Measure issues in comparison to all other bids submitted. Thus showing them as the low bidder errantly.
- In Group 6a 'Supplies Infection Control', the apparent low bidder Medline's bid seems to have unit of measure issues.
- In Group 6b 'Equipment Infection Control', the product offered by apparent low bidder Life Assist for line 34 Escape hood does not appear to be clinically equal to the Avon requested hood.
- In Group 7a 'Supplies Instruments/Personal Items', the apparent low Bidder Nashville EMS appears to have unit of Measure issues in comparison to all other bids submitted.
- In Group 10a 'Supplies MCI/Triage', the apparent low bid submitted by Life Assist seems to have a unit of measure issue. Additionally, we do not believe the products would meet minimum clinical specifications.
- In Group 10b 'Equipment MCI/Triage', the apparent low bidder Life Assist seems to have bid the incorrect item on line 56.
- In Group 12a 'Supplies Patient Handling', the apparent low Bidder Nashville Medical appears to have unit of measure issues in comparison to all other bids submitted. Also, line 62 seems to be a product that is not clinically equivalent. The only manufacturer who currently has a 34x90-cot sheet is Taylor.
- In Group 13a 'Over the Counter Products Pharmaceuticals', the apparent low Bidder Nashville EMS appears to have unit of Measure issues in comparison to all other bids submitted.

- In Group 14a 'Supplies Splinting', the apparent low Bidder Nashville EMS appears to have unit of Measure issues in comparison to all other bids submitted.
- In Group 14b 'Equipment Splinting' the apparent low Bidder MMS incorrectly bid lines 86 & 87 with the same items. This causes their total category total to calculate lower than it should.
- In Group 15 'Supplies Suction Supplies', there is a unit of measure issue on the Suction Unit, line 88. Most companies bid in the each (individual unit) as opposed to the case price, which resulted in an overall lower category price than should have.
- In Group 16 'Supplies Tactical Medicine', there is a unit of measure issue on Bolin Chest Seals, line 94. Most companies bid in the each (individual unit) as opposed to the case price, which resulted in an overall lower category price than should have.
- In Group 17 'Supplies Trauma/Wound Care', the apparent low Bidder Nashville EMS appears to have multiple unit of measure issues in comparison to all other bids submitted.
- In Group 19 'No Substitution Items', this group should be removed as it is a sole source product line.
- For Group 20 'Gloves' we believe the original bid award should stand to Bound Tree Medical as the product bid was exactly as specified under the terms and conditions of the solicitation.
 - We do not believe the below specification should have been removed as no other glove on the market will match the specifications identified in document #2b Attachment A. This includes box size specifications to properly fit City vehicles, as requested.
 - Addendum #4 Q22. According to the bid specifications, the qualifications of bidders for Group 6 states that a bidder must provide proof of ability to sell Microflex #SEC375. What would be considered adequate proof? What form or type of proof is the City of Dallas seeking?
 - A22. This requirement has been removed from the specifications and gloves are now in Group 20.
- In Group 21 'ECG Electrode/Monitoring', several bidders, including the apparent low bidder, have unit of measure issues on their offers. This gives each bidder an overall lower category cost than should have.

We feel that the City of Dallas Fire Department expects the products procured under any contract to meet the quality presented in the proposal documents. Our proposal submission was based on the highest quality products that the City and Fire Department has come to expect.

It is not our intention to convolute the situation but as a long term vendor/partner to Dallas we want to ensure that the City is aware of potential issues that may arise as a result of lower quality products being offered by the apparent low bid suppliers and/or their inability to provide the requested products.

Sincerely,



Brian LaDuke
 President, Emergency Preparedness
 614-760-5086
Brian.LaDuke@sarnova.com