




HISTORIC
FRANKLIN
TENNESSEE

ITEM #15
BOMA
05/27/14

MEMORANDUM

May 19, 2014

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator 
Russell Truell, Assistant City Administrator / CFO
Rocky Garzarek, Fire Chief
Sarah Glenn, EMS Officer
Brian Wilcox, Purchasing Manager

SUBJECT: Consideration of bid award to Gaumard Scientific Co., Inc. of Miami, FL in the total amount of \$42,180.15 for a set of three (3) advanced life support patient care simulators for the Fire Department (Purchasing Office Procurement Solicitation No. 2014-023; \$60,000 budgeted in 110-83530-42200 for fiscal year 2014; CoF Contract No. 2014-0125)

Purpose

The purpose of this memo is to report on bids received in response to Purchasing Office Procurement Solicitation No. 2014-023, a solicitation for bids for a set of three (3) advanced life support patient care simulators for the Fire Department. This equipment would be used to provide realistic medical training in-house for all response personnel of the Fire Department. The new equipment would represent an expansion to the Fire Department's inventory of equipment.

Background

The City published on April 24, 2014 a Notice to Bidders in the *Williamson Herald* for a minimum of one (1) new and unused set of advanced life support patient care simulators to include one adult, one child and one infant. In addition, bid documents were sent on or about the same date directly to ten (10) potential bidders known or thought to be interested in this solicitation. Bids from four (4) vendors were publicly opened at the bid opening held on May 8, 2014. A tabulation of the bids received for this solicitation is attached.

Financial Impact

The apparent lowest, most responsive and responsible bid, from Gaumard Scientific Co., Inc. of Miami, FL, is in the amount of \$42,180.15 for the specified set of three (3) advanced life support patient care simulators. This bid was identified because it is the lowest bid that closely meets or exceeds the City's intention as expressed and implied by the City's specifications as well as the instructions, terms and conditions pertaining to this procurement solicitation. The Fire Department budget for fiscal year 2014 allocates \$60,000 out of the General Fund for the purchase of this equipment. The Gaumard Scientific Co., Inc. bid amount is \$17,819.85 (30%) under budget.

Options

In accordance with the bid documents, the City reserves the right to reject any and all bids.

Recommendation

Staff recommends that the City accept, contingent upon Law Department and City Administrator approval of City Contract No. 2014-0125, the apparent lowest best bid, from Gaumard Scientific Co., Inc. of Miami, FL, in the amount of \$42,180.15 for the specified set of three (3) advanced life support patient care simulators. Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

Tabulation of Bids*

Purchasing Office Solicitation No.:		2014-023 (patient care simulators)								
Notice to Bidders published in the <i>Williamson Herald</i> on:		4/24/14								
Number of vendors that were notified of / that responded to this solicitation for bids:		10 / 4								
Date and time bids due and publicly opened:		5/8/14 2:00 PM								
Present at opening of bids:		Sarah Glenn of the City of Franklin Fire Department; and Dee Settle, Suzanne Ward and Brian Wilcox of the City of Franklin Purchasing Office								
Target meeting of BOMA at which recommendation will be considered:		5/27/14								
Bids received from:	Does the bid include all required documents?	Simulator:	Mfr. & Model:	Mfr. Warranty Duration:	Does the bid MOES ¹ ? / If not, how many exceptions do not MOES ¹ ?	Total lump sum bid price per set, including delivery:	Payment terms:	Estimated time of delivery after receipt of order:	Bid and bid pricing is valid and may be accepted through:	Bid pricing is valid for potential future orders through:
Bound Tree Medical, LLC 5000 Tuttle Crossing Blvd. Dublin, OH 43016 Mike Benson, Account Manager 615/995-4848 Mbenson@boundtree.com	No / Missing CoF Affidavit of Non-Collusion.	Adult	Laerdal BTM 3621-05014 and Laerdal BTM 3616-23150	1 year	No / 4 (Bidder takes no exceptions. However, CoF notes mfr. warranty duration for adult simulator does not MOES, and bid models are generally not comparable to specified models.)	\$24,858.52	net 30 days	2-3 days for items in stock; 14-28 days for items not stocked	08/31/14	08/31/14
		Child	Laerdal BTM 231-05050 and Laerdal BTM 3616-23150	1 year						
		Infant	Laerdal BTM 365-05050 and Laerdal BTM 3616-23150	1 year						
CAE Healthcare 6300 Edgelake Drive Sarasota, FL 34240 Grace Gagliano, Proposal Specialist 941/536-2931 grace.gagliano@cae.com	No / Missing listing and description of exceptions; missing references.	Adult	CAE Healthcare METman/MP-200	3 years	Yes (Bidder notes none of the three simulators provide visible signs of cyanosis. However, as all three simulators do show symptoms of cyanosis, CoF considers the models to MOES.)	\$133,184.00	net 30 days	30 days	07/05/14	07/05/14 (which precedes "no sooner than" date of 07/31/14)
		Child	CAE Healthcare PediaSIM/PE CS-200	1 year						
		Infant	CAE Healthcare Baby SIM/BA B100	1 year						
Gaumard Scientific Co., Inc. 14700 SW 136 St. Miami, FL 33196 Raquel Irizarry, Customer Service 305/971-3790, ext. 2010 raquel@gaumard.com	Yes	Adult	Guamard Scientific S3000.L HAL Mobile EMS	3 years	Yes (vendor notes it is not able to guarantee delivery of the infant model by 6/30/2014)	\$42,180.15	net 30 days	6-8 weeks	06/13/14	07/31/14
		Child	Guamard Scientific S300.105.L Code Blue III Plus, 5 yr.	1 year						
		Infant	Guamard Scientific S300.110.L Code Blue III Plus, Newborn	1 year						
Laerdal Medical Corporation 167 Myers Corners Rd. Wappingers Falls, NY 12590 Danielle C. Bassani, Contracts Specialist 845/297-7770, ext. 3705 danielle.bassani@laerdal.com	No / CoF specifications not properly marked by bidder; missing listing and description of exceptions; missing detailed description of the warranty.	Adult	Laerdal Medical SimMan 3G	3 years	No / 1 (child simulator does not include cyanosis feature)	\$137,454.93	net 30 days	30 days	07/31/14	07/31/14
		Child	Laerdal Medical SimJunior Advanced	1 year						
		Infant	Laerdal Medical SimNewB Advanced	1 year						

¹MOES indicates "meet(s) or exceed(s) specifications"

*Shaded bid is apparent lowest best bid