



Cover Memorandum/Staff Report

File #: 19-429

Agenda Date: 4/16/2019

Item #: 6.P.6.

TO: Mayor and Commissioners
FROM: L. Keith Tomey III, Acting Fire Chief
THROUGH: Neal de Jesus, Interim City Manager
DATE: April 16, 2019

APPROVAL OF RESOLUTION NOS. 80-19 AND 81-19 TO AWARD AN AGREEMENT WITH BOUND TREE MEDICAL, LLC AND CONCORDANCE HEALTHCARE SOLUTIONS, LLC FOR THE PURCHASE OF MEDICAL SUPPLIES UTILIZING THE VOLUSIA COUNTY ITB NO. 18-B-43AK - \$400,000

Recommended Action:

Motion to approve Resolution Nos. 80-19 and 81-19 to award an agreement with Bound Tree Medical, LLC and Concordance Healthcare Solutions, LLC for the purchase of medical supplies utilizing the Volusia County ITB No. 18-B-43AK in an estimated amount of \$400,000 collectively between suppliers through July 12, 2021 and authorize the City Manager to approve renewal options, in an estimated of \$200,000 collectively per renewal term, contingent upon appropriation of funds.

Background:

On July 13, 2018, Volusia County issued a three-year Agreement for ITB No. 18-B-43AK with Bound Tree Medical, LLC (Bound Tree), Concordance Healthcare Solutions, LLC (Concordance), and four other suppliers for the purchase of medical supplies. The Agreements are valid through July 12, 2021 with options to renew for two additional one-year periods. The City of Delray Beach (City) wishes to utilize the Volusia County terms, conditions, and pricing of their Agreements to enter into its own agreement for the purchase of medical supplies. The City chooses to contract with Bound Tree and Concordance because they are the lowest-priced firms awarded by Volusia, they have Florida distribution centers, and they integrate with the Fire-Rescue Department's medical supply inventory software, OperativeIQ.

The Fire-Rescue Department has an ongoing need to purchase medical supplies on an as-needed basis. These medical supplies are used every day by the Fire-Rescue personnel to improve and/or save lives in and around our community. The estimated spend per 12-month period is approximately \$200,000. Therefore, the estimated agreement value, by agreement term, is listed below. These values represent the collective maximum amount requested to be spent between both suppliers.

Estimated Agreement Value	
Initial Term: May 1, 2019 through July 12, 2021	\$400,000
Renewal Option 1: July 13, 2021 through July 12, 2022	\$200,000
Renewal Option 2: July 13, 2022 through July 12, 2023	\$200,000
TOTAL ESTIMATED AGREEMENT VALUE	\$800,000

This motion is in accordance with the Code of Ordinances Chapter 36, Commission Approval Required and Purchasing Policies, Accessing Contracts from Other Government Agencies and Not-for-Profit Organizations.

Attachments:

1. Agreement with Bound Tree
2. Agreement with Concordance
3. Resolution No. 80-19
4. Resolution No. 81-19
5. Legal Review Checklist for the Bound Tree Agreement
6. Legal Review Checklist for the Concordance Agreement
7. Volusia County 18-B-43AK Piggyback Package

City Attorney Review:

Approved as to legal form and sufficiency.

Finance Department Review:**Funding Source:**

Funding is available from account number 001-22-150-526.52-15 - Operating Supplies EMS Supplies.