



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #022422  
Entitled

**Medical Supply Solutions**

The following advertisement was placed January 6, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, January 7, 2022 in Oregon's *Daily Journal of Commerce*, and on January 6 and January 13, 2022 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Medical Supply Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than February 24, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

3M Canada Company	Lucky U, Inc.
A&R Metropolitan	McKesson Medical-Surgical Government Solutions LLC
ActOne Government Solutions, Inc.	Med Solutions, LLC
Aditi Holdings, LLC	MEDICAL EXPRESS
Airport Personnel Placement Services	Medical Group Care
All American Refinery, Inc.	Medical Solutions, Inc.
AllStem Connections, Inc.	Medline Industries, Inc.
Alpha Medical Equipment	MedQuest Medical, Inc.
American Polymers, LLC	Medtronic Canada, ULC
Apex OmniSource, LLC	MEDWORKS ADVANTAGE
Apollo Health and Beauty Care	MERSI DISTRIBUTION, LLC
Aptos Logistics, Inc.	MHA Ventures, Inc.
Associated Health Systems, Inc.	Minogue Medical, Inc.
Assure Global, LLC DBA We Shield	MP Acquisition, LLC d/b/a Mopec

A-T Medical Group	Nationwide Auto Painting, Inc.
Atlantic Diving Supply, Inc.	NEW DESIGN STUDIO, LLC
Atlantic Trading, LLC	New Gear Brands, LLC
B & E SUPPLY CORP	NNA MEDICAL, INC.
BioGeniv, Inc.	Novair USA Corp.
Bio-Rad Canada	Novatech Medical
BiOSS	NWPT, LLC
Bound Tree Medical, LLC	Omnicell, Inc.
Bowers Medical Supply	Ontario Safety Products, Incorporated
Bulk MRO Industrial Supply, Inc.	OSAR SOLUTIONS
Canadian Hospital Specialties, Limited	Performance Safety Group I, LP
Cardinal Health Canada	PPE SHOP STORE, INC.
Care Management Consulting	PrachtConsult, SP
Caresfield, LLC	Precision ADM, Inc.
Cassia Partners, LLC	Precision Compounds, Inc.
Cecilia Tech, Inc.	PRIMED Medical Products, Inc.
Cepheid Canada, ULC	PRODUCTS UNLIMITED, INC.
Clafin Service Company	Professional Software for Nurses, Inc.
CLEVIS BEND	Quality Biomedical, Inc.
Concordance Healthcare Solutions	QYK Brands, LLC
Concrete Global Ventures	RMHR Services, Inc.
CVP Business Ventures, LLC	Roche Diagnostics
Delnicemedic	Royal Pharmacy Consultants Corp.
Designer Care Co., Ltd	RWC Industries
Designs For Vision, Inc.	RX Bio Corp.
Diamond Drugs, Inc.	R-Zero Systems, Inc.
Divine Imaging, Inc.	Safeguard US Holdco, Inc.
D'S Ventures, LLC	SANTE USA, LLC
Edan Diagnostics, Inc.	Schaan Healthcare Products, Inc.
EMPEROR'S SECURITY SERVICES, INC.	School Health Corporation
eRepublic, Inc.	Seabreeze Trading Corp.
Essity Canada	Sled Consulting, LLC
EZ Way, Inc.	SMS AMBASSADORS CORP.
First Match Services, Inc.	SportsArt America, Inc
Force Technology Solutions, Ltd.	State of Maine Division of Procurement Services
Froggys Fog	State of New Jersey
Gourmet Nut	STERIS CANADA SALE, ULC
Grand & Toy, Limited	Strong Medical Partners, LLC
Grayline Medical, Inc.	Stryker Canada, ULC
gSource, LLC	Supermax Health Care Canada
GuruAvtar Sunnivagora	Surgmed Group
HBM Group, Inc.	SZY Holdings, LLC
Henry Schein, Inc.	Tek Print & Promotions, LLC
Hundley Industries	TekniScience, Inc.
ICU Medical Sales, Inc.	The HB Group, LLC

Innova Medical Group, Inc.	The Lab Depot, Inc.
Innovative Health Solutions, LLC	THE STEVENS COMPANY, LTD
InTech Environmental Canada Corp.	TOMS TRUCK CENTER
INTERBORO PACKAGING CORPORATION	Umano Medical, Inc.
Jac-cell Medic	Unifire, Inc.
JHB Group, Inc.	Unipak Corp.
JML Medical, Inc.	Uweport, LLC
Johns Storage	Venous Technologies, Inc.
Kinetic Consulting Group, LLC	WorldWide Medical Products
LEROLAV NE, LLC	Zimmer Biomet Canada
Lotus Connect, LLC	ZOLL Medical Corporation
Luceque Global Group, LLC	Zoomget, LLC

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on February 24, 2022, at 4:34:14 pm CT. Proposals were received from the following:

Aditi Holdings, LLC  
 Apollo Health and Beauty Care  
 Assure Global, LLC DBA We Shield  
 Atlantic Diving Supply, Inc.  
 Atlantic Trading, LLC  
 Claflin Service Company  
 CLEVIS BEND  
 Edan Diagnostics, Inc.  
 Force Technology Solutions, Ltd.  
 gSource, LLC  
 HBM Group, Inc.  
 Hundley Industries  
 Innovative Health Solutions, LLC  
 JHB Group, Inc.  
 JML Medical, Inc.  
 McKesson Medical-Surgical Government Solutions LLC  
 Med Solutions, LLC  
 MEDICAL EXPRESS  
 Medline Industries, LP  
 Minogue Medical, Inc.  
 NWPT, LLC  
 Omnicell, Inc.  
 Precision ADM, Inc.  
 Professional Software for Nurses, Inc.  
 RWC Industries  
 School Health Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst  
Carol Jackson, Procurement Analyst  
Nick Scholer, Procurement Analyst  
Bill Davison, CPPO, NIGP-CPP, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Clafin Service Company is a certified small business offering a wide selection of medical products that governmental customers require. Their sales and distribution network, with 40 service centers, can serve participating entities across the United States. Clafin is offering favorable payment terms to Sourcewell participating entities, along with significant discounts off retail pricing.

McKesson Medical-Surgical Government Solutions LLC is a distributor with a significant line of medical supplies focused on governmental needs. McKesson has a robust sales force and distribution throughout the United States. They are offering Sourcewell participating entities a solid discount off government list price.

Medline Industries, LP, is offering an expansive mix of medical products to Sourcewell entities. Their large sales and service force are available to Sourcewell participating entities in the United States, with the potential to serve Canada. Medline is offering competitive discounts off list price by category, with free freight on standard-delivery orders exceeding the minimum order requirement.

School Health Corporation is offering first aid, health, medical/surgical care; assistive technology, physical/occupational therapy, rehabilitation, athletic training, physical education, sports medicine; school/early childhood nursing and screening tools, nursing, screening, diagnostic, infection control products. Their sales and support staff can provide solutions to Sourcewell participating entities throughout the United States and Canada. School Health serves government entities, with a focus on learning institutions. They are offering a variety of significant discounts to Sourcewell participating entities, including category, volume, and "hot list" discounting alternatives.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #022422 to:

Clafin Service Company	#022422-CLF
McKesson Medical-Surgical Government LLC	#022422-MML
Medline Industries, LP	#022422-MDL
School Health Corporation	#022422-SHC

The preceding recommendations were approved on April 15, 2022.

DocuSigned by:  
*Greg Grunig*

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Greg Grunig, MS, Procurement Lead Analyst

DocuSigned by:  
*Carol Jackson*

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Carol Jackson, Procurement Analyst

DocuSigned by:  
*Nick Scholer*

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Nick Scholer, Procurement Analyst

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*Bill Davison*

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Bill Davison, CPPO, NIGP-CPP, Procurement Analyst

### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #022422 for Medical Supply Solutions**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:  
*Jeremy Schwartz*

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer