



MASTER AGREEMENT #090925
CATEGORY: Medical Supply Solutions
SUPPLIER: McKesson Medical-Surgical Government Solutions LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and McKesson Medical-Surgical Government Solutions LLC, 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). Supplier may be able, in the future, to provide Included Solutions to public agencies located in Canada. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.

- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier may be able, in the future, to provide Included Solutions to public agencies located in Canada. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.
- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on January 5, 2030, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #090925) to Participating Entities. In-scope solutions include:

Medical Supply Solutions, encompassing the provision, delivery, and support for medical, surgical, school health, pharmaceutical, emergency preparedness, and related health products and services.

The primary focus of this solicitation is on Medical Supply Solutions, a broad, catalog-style offering of the solutions in subsection 7) a) - g) below. This solicitation should NOT be construed to include "services-only" or "PPE-only" solutions. Proposers shall be able to supply products and services, including, but not limited to:

- a) Single-use and disposable medical supplies and consumables;
- b) School and athletic health supplies;
- c) Medical-grade equipment, diagnostic and treatment devices, and adaptive therapy-related tools;
- d) Pharmaceuticals and controlled substances;
- e) Emergency disaster response supplies and kits;
- f) Technology, hardware, and software designed for the delivery of services described in Section 7) a) - e) above; and,
- g) Training, consultation, maintenance, kitting and custom packaging solutions, medical waste disposal, and other services related to the offering of solutions in Sections 7) a) – f) above.

- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** All Included Solutions offered to Participating Entities will be priced at or below the price stated in Supplier's Proposal. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) **Supplier Representations:**
 - i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

- iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.
- iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.
- v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.
- vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or

regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

- vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).
- viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition. In this regard, please note that not all Supplier's products meet Buy American Act requirements but that information regarding if a product is a Buy American Act compliant product can be provided for specific orders and is typically available through our online portal, SupplyManager.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.
- xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.
- xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE**

SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

- xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

**Article 2:
Sourcewell and Supplier Obligations**

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

1. **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
2. **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of pricing documentation with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

3. **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

4. **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
5. **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
6. **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

7. **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
8. **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master

Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

9. **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
10. **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
11. **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
12. **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
13. **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
14. **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
15. **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

16. **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
17. **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees incurred by Sourcewell as a result of a third-party claim to the extent such losses are caused by Supplier's negligence or willful misconduct in the performance of Supplier's obligations under this Agreement. This indemnity does not extend to any portion of losses arising out of, resulting from, or related to Sourcewell's negligence or willful misconduct. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

Sourcewell's right to indemnification is conditioned upon the satisfaction of the following requirements: (a) Sourcewell must promptly notify Supplier of any claim for which indemnification will be sought; (b) Sourcewell must give the Supplier control of the defense against the claim (including the right to select counsel and settle or compromise such claim, but the Supplier must not agree to a consent decree or similar order binding Sourcewell or to any settlement that specifically apportions fault or liability to Sourcewell without its prior written consent); and (c) Sourcewell must reasonably cooperate with the Supplier's defense against the claim.

18. **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19. **Grant of License.**

a) **During the term of this Agreement:**

- i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
- ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, nonexclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
- b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article

and will expire upon expiration or termination of this Agreement. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20. **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term within any transaction documents.

21. **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22. **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations, contractual liability, , and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage

- \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies) or upon completion of annual renewal, renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
- c) **Additional Insured and Primary and Non-contributory Insurance Clause.** Supplier agrees to include Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds, except to the extent a loss or damages are proximately caused by the negligent acts or omissions of Sourcewell, including its officers, agents, and employees.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
23. **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
24. **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's

obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3:
Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

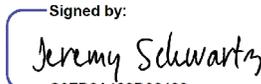
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute

resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

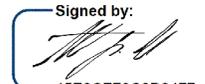
Sourcewell

McKesson Medical-Surgical Government Solutions LLC

Signed by:

 C0FD2A139D06489...

By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer

Date: 2/20/2026 | 1:25 PM CST

Signed by:

 45E9CFF0C8D3477...

By: _____
 Stanton J. McComb
 Title: President, Medical-Surgical

Date: 2/20/2026 | 1:51 PM EST

RFP 090925 - Medical Supply Solutions

Vendor Details

Company Name: McKesson

Does your company conduct business under any other name? If yes, please state: McKesson Medical-Surgical Government Solutions LLC

Address: 9954 Mayland Drive
Suite 5176
Henrico, VA 23233

Contact: Kameron Jewett

Email: government.bids@mckesson.com

Phone: 833-646-2700

HST#:

Submission Details

Created On: Thursday July 24, 2025 13:36:58

Submitted On: Monday September 08, 2025 19:55:57

Submitted By: Kameron Jewett

Email: government.bids@mckesson.com

Transaction #: 7d37b661-7319-46af-86c2-19b5bda5c312

Submitter's IP Address: 147.243.169.52

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	McKesson Medical-Surgical Government Solutions LLC
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A
4	Provide your CAGE code or Unique Entity Identifier (SAM):	UEI: XFHRZSRBK6Q1 Cage: 1EU19
5	Provide your NAICS code applicable to Solutions proposed.	423450, 325411, 325412, 325413, 325414, 325612, 334510, 334516, 339112, 339113, 493110, and 493120
6	Proposer Physical Address:	9954 Mayland Drive, Suite 5176 Henrico, VA 23233-1484
7	Proposer website address (or addresses):	mms.mckesson.com/content/government

8	<p>Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):</p>	<ul style="list-style-type: none"> • Stanton J. McComb / President, Medical-Surgical 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Stanton.McComb@McKesson.com / 833-343-2700 • Stephen Amadio / Vice President, Government Sales 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Stephen.Amadio@McKesson.com / 833-343-2700 • Kendra Both / Director, Contract Management 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Kendra.Both@McKesson.com / 833-343-2700 • Bryan Figura / Sr. Director, Government Customer and Sales Support 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Bryan.Figura@McKesson.com / 833-343-2700 • Michelle Fisher / Manager, State/Local Government Proposals 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Michelle.Fisher@McKesson.com / 833-343-2700 • Ashley Guerieri / Sr. Government Contract Manager 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Ashley.Guerieri@McKesson.com / 833-343-2700 • Kirsten Hoggatt / Sr. Government Proposal Specialist 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Kirsten.Hoggatt@McKesson.com / 833-343-2700 • Kameron Jewett / Sr. Manager, Government Proposals 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Kameron.Jewett@McKesson.com / 833-343-2700 • Greg Keyes / SVP & CFO, Medical-Surgical 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Greg.Keyes@McKesson.com / 833-343-2700 • Craig Malozzi / Director, Customer Programs 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Craig.Malozzi@McKesson.com / 833-343-2700 • Heather March / Manager, Contract Performance 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Heather.March@McKesson.com / 833-343-2700 • David McDade / Vice President, GM, Government Solutions 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 David.McDade@McKesson.com / 833-343-2700 • Laura Phillips / Associate Government Contracts Manager 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Laura.Phillips@McKesson.com / 833-343-2700 • Dawn Sakellariou / Vice President, Sales Support 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Dawn.Sakellariou@McKesson.com / 833-343-2700 • Dawn Tarantelli / Government Contract Manager 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Dawn.Tarantelli@McKesson.com / 833-343-2700 • Kimberly Zabriskie / Sr. Government Proposal Specialist 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Kim.Zabriskie@McKesson.com / 833-343-2700
9	<p>Proposer's primary contact for this proposal (name, title, address, email address & phone):</p>	<p>Craig Malozzi, DBA / Director, Customer Programs 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1484 Craig.Malozzi@McKesson.com / 833-343-2700</p>
10	<p>Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):</p>	<p>Michelle Fisher / Manager, State/Local Government Proposals 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1464 Michelle.Fisher@McKesson.com / 833-343-2700</p> <p>Luisa Fitzgerald / Government Proposal Specialist 9954 Mayland Drive, Suite 5176, Henrico, VA 23233-1464 Luisa.Fitzgerald@McKesson.com / 833-343-2700</p>

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>McKesson Corporation has been in the medical, surgical, laboratory, pharmaceutical supplies & equipment distribution service industry for more than 180 years. Founded in 1833, McKesson has been shaping the direction of healthcare for nearly two centuries. We are grounded in our core values and guiding us is our mission of improving healthcare in every setting – one product, one partner, one patient at a time.</p> <p>As a subsidiary of McKesson Corporation, McKesson Medical-Surgical is the distributor of choice for healthcare distribution. With our exceptional distribution network, advanced information technology and customized business solutions, McKesson Medical-Surgical works to provide healthcare providers with:</p> <ul style="list-style-type: none"> • A trusted distributor, focused on your vision for a top-rated supply chain • Patient-focused solutions, customized to meet the unique needs of your facilities financial, clinical, and operational goals • Exceptional distribution and logistics to help you improve operational effectiveness and build a high-performing supply chain • Supply chain excellence and distribution management to support healthcare providers across all classes of trade • A single-source distributor supporting all classes of trade for wholesale medical supplies, including laboratory, equipment, ambulatory, post-acute care and pharmaceuticals. <p>McKesson Medical-Surgical Government Solutions LLC ("MMSGs") business philosophy is to provide the highest levels of service and product selection to thousands of customers from coast to coast. MMSGs' immediate parent is McKesson Medical-Surgical Inc. and its ultimate parent is McKesson Corporation, a publicly traded Fortune 9 company. MMSGs supports its customer base with more than \$600 million worth of inventoried products, consisting of 250,000 SKUs, across its national network. Through relationships with thousands of suppliers, MMSGs is able to efficiently deliver a broad range of medical-surgical products to its customers. From equipment to table paper, the ability to cover a wide spectrum of items helps customers to focus on patients while MMSGs focuses on products.</p> <p>MMSGs has been operating under its current business name since April 1, 2019. The most recent prior business name was Moore Medical LLC.</p>
12	What are your company's expectations in the event of an award?	<p>MMSGs approaches each award with a commitment to fulfilling all contractual obligations efficiently and transparently. We strive to exceed service-level agreements, ensure seamless onboarding, and foster a collaborative partnership with our clients. Upon receipt of an award, we initiate an implementation plan that includes assigning dedicated account management, conducting thorough onboarding sessions, and establishing clear communication channels for ongoing support and performance review.</p> <p>To maintain our current growth rates and support future expansion, we focus on leveraging our customer-centric sales team and core operational strengths. This involves ongoing investment in professional development and training, ensuring our staff remains at the forefront of industry trends and best practices. We continually optimize our nationwide distribution network, enhancing logistics and reliability so we can swiftly meet the evolving needs of our clients. By monitoring key performance indicators and fostering an agile organizational culture, we remain well-positioned to scale operations and enter new markets strategically, all while upholding rigorous standards of quality, compliance, and customer satisfaction.</p>
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>MMSGs is a wholly owned subsidiary of McKesson Corporation, a Fortune 9, publicly traded company listed on the New York Stock Exchange. MMSGs' immediate parent is a reportable segment within McKesson Corporation. As such, its financial health and performance are consolidated within McKesson's public filings. Comprehensive financial information, including audited financial statements, quarterly earnings, and investor disclosures, is readily available online through McKesson's investor relations website. Due to the size and length of these financial statements, MMSGs provides the following link to access such reports: https://investor.mckesson.com/reports.</p>
14	Tell us your US market share for your proposed solutions. OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of states where you have made sales.	<p>MMSGs's US market share in medical supplies and equipment is approximately 25-30% across state, local, and educational government customers.</p>
15	Tell us your Canadian market share for your proposed solutions. OR, provide the number of Canadian Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of provinces where you have made sales.	<p>MMSGs at the time of offering does not conduct business in Canada. MMSGs will work with Sourcwell to explore the opportunity of servicing the Canadian market.</p>

16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>MMSGGS has never petitioned for bankruptcy.</p>
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>MMSGGS is best described as a distributor (a), although we are much more than a distributor. MMSGGS takes the time to understand the unique needs of each and every customer with a curated portfolio of over 300,000 high quality products. Sourcwell Members are afforded access to an extensive range of medical-surgical products. The product categories listed below are multi-sourced from over 2,000 national brand suppliers, as well as private label suppliers, further illustrating the depth and scope of our product portfolio. We also seek out new and innovative products as they come to market and help facilities identify which products may work best for their practice. Offering value, quality, and choice, MMSGGS takes the best possible care of its customers, so our customers can take the best possible care of their patients.</p> <p>MMSGGS is a distributor of Medical Products for many different lines of products. We are authorized to distribute all products outlined within our product offering. If Letters of Authorization are needed, it will take some time to get as there are thousands of manufacturers that we deal with. Individual Authorization Letters can be provided upon request. At this time, MMSGGS will serve as the single point of sale. MMSGGS, if awarded, and as opportunities arise, may work with Sourcwell to permit authorized distributors, dealers, or resellers.</p> <p>MMSGGS Product Portfolio:</p> <p>Private Label Offering McKesson Brands delivers a broad portfolio of ever expanding healthcare products, spanning our full product catalog. With offerings sourced from over 300 suppliers and a growing catalog of 4,000 products, our private label provides outstanding variety to meet the needs of every care setting.</p> <p>Quality is central to every McKesson Brand product, backed by rigorous sourcing and thorough quality assurance. Customers benefit from dependable performance and certified manufacturing standards, giving confidence to care providers and patients alike. Value is at the heart of our private label program, delivering cost effective alternatives without compromising safety or effectiveness. McKesson Brands empowers organizations to optimize budgets while maintaining high standards of patient care.</p> <p>In short, McKesson Brands stands for comprehensive variety, trusted quality, dependable reliability, and proven value—helping healthcare providers deliver exceptional care, every day.</p> <p>Supply Chain Management Our broad and deep product portfolio helps us protect our customers from supply chain challenges, manufacturing backorders, and product recalls. Reliability is woven into our streamlined supply chain and robust support infrastructure. Orders are processed promptly, with real-time tracking that makes procurement simple and transparent.</p> <p>Our team includes supply chain professionals throughout the US, Europe, and across Asia. Our deep relationship with the supplier community means we have excellent visibility to new product sources around the globe. We maintain excellent on-time delivery through our partnerships with UPS, FedEx, and our own fleet of over 900 last mile delivery vans driving over 1.25 million hours annually and delivering 62 million packages per year.</p> <p>Global events, including geopolitical conflict and the ongoing strains on supply chain continue to impact healthcare distribution. We are committed to providing Sourcwell members with the highest level of service, taking a proactive approach in managing today's supply chain challenges to help mitigate potential risks and disruptions to your business. MMSGGS will minimize backorders through the utilization of an inventory management system designed to maintain inventory levels based on unit and order demand. We maintain a strong business continuity program with priorities that include:</p> <ul style="list-style-type: none"> • Conducting daily business continuity meetings to make real-time operational decisions to support our customers • Implementing and operating demand forecasting systems to help us calculate product lead times • Diversifying our supply chain through strategic sourcing of socially responsibly and geographically diverse suppliers to expand options for our customers; including near-shore and domestic sources • Enhancing our data platforms and technology solutions with automation tools to assist with predictive emergency ordering and evaluation of product/supplier concentration and country of origin • Collaborating with the Health Industry Distributors Association (“HIDA”) and our supplier network to source products, maintain inventory levels and prioritize transportation of medical containers

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>McKesson Medical-Surgical holds licenses and/or certifications that allow us to ship product across our geographic reach. MMSGGS also carries various state/city/county business licenses and certificates of good standing.</p> <p>All McKesson Medical-Surgical distribution centers are licensed as full-service wholesalers which allows them to buy, store, sell, and ship medical surgical products and pharmaceuticals. MMSGGS is a virtual wholesaler and is licensed to buy and sell medical-surgical products and pharmaceuticals.</p> <p>McKesson Medical-Surgical and MMSGGS hold upwards of 2,000 licenses and certifications and can provide any required licenses and certifications upon request, if awarded.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	MMSGGS has not had any suspensions or disbarments and will comply with the requirements in the second sentence.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>2025 Healthcare Innovator Award – McKesson Corporation</p> <p>2025 Stevie Award for Customer Service Success – McKesson Compile</p> <p>2025 Handshake Early Talent Award – McKesson Corporation</p> <p>2024 Handshake Early Talent Award – McKesson Corporation</p> <p>2023 VA Governor’s Volunteerism and Community Service Award. – MMSGGS</p> <p>2023 Handshake Early Talent Award – McKesson Corporation</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	100% of MMSGGS's revenue in the previous three (3) full calendar years was generated from the provision of medical, surgical, laboratory, pharmaceutical supplies & equipment and/or related products and services. In FY25, approximately 80% of our total revenue was in the state local, and educational market.	*
22	What percentage of your sales are to the education sector in the past three years?	Our FY25 educational market accounted for approximately \$80M and 10% of our total revenue.	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>MMSGGS distributes products through numerous local, state, and federal contracts or Group Purchasing Organizations secured via competitive bidding. McKesson leads the market in non-acute distribution across all care settings, serving over 200,000 primary care practices, 6,000 surgery centers, 8,000 home care sites, and 15,000 long-term care facilities.</p> <p>Currently, MMSGGS manages a portfolio of approximately 250 active contracts. These awarded contracts span the full spectrum of federal, state, and local government sectors, including Public Sector Cooperatives, State Term Contracts, and Group Purchasing Organizations (GPOs). To showcase our outstanding track record with a customer base similar to Sourcwell members, we have included a representative selection of our contract portfolio below.</p> <p>MMSGGS considers the total annual revenue of our contract's confidential information. We have provided a list of our active, State, GPO and Cooperative Purchasing Agreements below.</p> <p>In accordance with Section 13.37(b) of the Minnesota Statutes, the following financial language within brackets (“{“ and “}”) constitutes trade secret information that shall be treated as nonpublic confidential information :</p> <ul style="list-style-type: none"> • Sourcwell <ul style="list-style-type: none"> o Scope: Medical Supply Solutions o Scope: Critical Care and EMS Equipment o { 2022: \$19.9M / 2023: \$23.7M / 2024: \$25.3M } • Cooperative Council of Governments (CCOG) and Equalis <ul style="list-style-type: none"> o Scope: Medical-Surgical, Laboratory, Pharmaceutical Supplies, and Equipment with Related Services and Solutions. o { 2022: \$7.1M / 2023: \$7.7M / 2024: \$9M } • MMCAP Infuse <ul style="list-style-type: none"> o Scope: Wholesalers and Distributors of Medical Supplies o Scope: Flu and Vaccines o { 2022: \$184.3M / 2023: \$219.8M / 2024: \$221.6M } • National Cooperative Purchasing Alliance (NCPA) <ul style="list-style-type: none"> o Scope: Medical Supplies and Related Goods o { 2022: \$3.4M / 2023: \$2.8M / 2024: \$3.7M } • League of Oregon Cities <ul style="list-style-type: none"> o Scope: Public Safety medical Supplies, Equipment and Patient Monitors o { 2022: \$70K / 2023: \$64K / 2024: \$64K } • Commonwealth of Pennsylvania <ul style="list-style-type: none"> o Scope: Medical Supplies, Equipment, and Supplements o Scope: Incontinence Supplies o { 2022: \$5.5M / 2023: \$6.8M / 2024: \$9.1M } • State of South Carolina <ul style="list-style-type: none"> o Scope: Medical Supplies and Equipment o { 2022: \$160,090.36 / 2023: \$386,210.04 / 2024: \$498,785.65 } • State of North Carolina Department of Public Safety <ul style="list-style-type: none"> o Scope: Medical Facility Materials Handling and Distribution Equipment o { 2022: \$132K / 2023: \$135K / 2024: \$697K } • Commonwealth of Massachusetts <ul style="list-style-type: none"> o Scope: Medical Commodities o Scope: Laboratory Equipment and Supplies o { 2022: \$8.2M / 2023: \$9M / 2024: \$8.6M }
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>MMSGGS is a GSA MAS and a VA FSS 65 II A contract awardee. Our annual sales volume for the past three years:</p> <ul style="list-style-type: none"> • GSA MAS – 2022: No Sales / 2023: \$19,831.52 / 2024: \$138,788.30 • VA FSS 65 II A - 2022: No Sales / 2023: \$385,744.20 / 2024: \$509,968.66

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *
Seattle & King County Hospital Public Health Department	Stacy Linardic Administrator, Purchasing and Fleet Stacy.linardic@kingcounty.gov	206 263-8747
Office of Nutrition Services Prevention and Community Health Washington State Department of Health	Rachel August WIC and Breastfeeding Peer Consultant rachel.august@doh.wa.gov	360-236-3654
Washington State Department of Veterans Affairs	Anthony Martinez Purchasing Supervisor anthonyma@dva.wa.gov	Cell: (360) 277-7438

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company’s capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. **Your**

response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	<p>In our offering to best support Sourcewell members, our team has significant experience within a variety of government entities which include State, Local, Educational, Federal, Tribal, Government Contractors, Government Resellers, and Other Government Resellers. To support the unique needs of our government customers we have dedicated field and inside sales representatives assigned within each market segment: WIC, Corrections, EMS, Equipment, RX, Flu and Vaccines, Lab, and Resellers.</p> <p>MMSGGS has a tenured sales team located throughout the United States supporting the government market. The sales team is organized by class of trade, sales specialty, strategic segment, and geographic territory. In total, our sales team is over 1,300 full-time employees; consisting of Inside Sales Representatives (ISRs), Area Sales Managers (ASMs), Field Vice Presidents (FVPs), field account managers, and other shared resources to support our customers with product and technology solution needs.</p> <p>Our Sales leadership team consists of: David McDade, VP and GM of MMSGGS, Craig Malozzi, Director of Customer Programs, Stephen Amadio, VP of Government Sales, and Andrew Proctor Director of Sales Strategy and Execution.</p> <p>MMSGGS develops sales strategies to best engage and communicate with our customers through coordinated efforts with our sales team using sales data and analytics to unlock sales growth.</p> <p>The diverse government markets and segments in which MMSGGS have supported and continue to support make us uniquely qualified as an offeror to serve the Sourcewell membership. MMSGGS' extensive experience supporting Sourcewell provides a distinct strength and knowledge of the needs of the members, diversity of the types of members, and trends in procurement.</p> <p>In addition to the key personnel above, Participating Entities will be supported by the following personnel/roles.</p> <p>MMSGGS Leadership VP & GM of MMSGGS – Leader of the business, sets strategic direction, identifies growth objectives and market entry, and responsible for the P&L of the business. VP of Government Sales – Leads the FVPs, executes on sales strategies for the field sales team, identifies opportunities within our market segments, and partners with our broader sales team on strategy execution. Director of Customer Programs – Leads Inside Sales, Client Management for a portfolio of Strategic Customer Programs, Business Development initiatives, and the GPO Program management team. Director of Sales Strategy and Execution – Identifies sales strategy opportunities and initiatives for new product offerings, target specialty segments, curated customer offerings.</p> <p>Sales Support Team Contract Manager - Acts as the primary point of contact for contractual matters, providing clarity and monitoring compliance and alignment with agreed terms. The Contract Manager manages amendments and resolves issues to maintain strong client relationships and operational efficiency. Contract Performance Representative (CPRs) - Support onboarding with account setup and coding, submit Master Data updates (freight codes, surcharges, pricing) maintain pricing sources, and establish connectivity. Contract Implementation Specialist (CIS) - Manage contract onboarding and renewals in coordination with back office teams, ensures subject matter experts are aware of contractual obligations at implementation, create SFDC contract numbers and contract folders in SharePoint, and send implementation and closeout communications.</p>

<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>With nationwide distribution coverage from our network of 17 distribution centers strategically located to provide optimal service to customers in the continental United States, MMSGGS offers fast, reliable delivery solutions up to five days per week, Monday through Friday, in low unit of measure and bulk for standard products. MMSGGS's delivery system makes use of company-operated vehicles, common carrier agreements, and overnight express shipments to provide a totally responsive delivery capability. This schedule means customers are able to requisition and receive products when they need them, staying within their supply budget while keeping vital products in stock.</p> <p>We offer reliable distribution that you can count on. Our extensive distribution network means we offer next-day delivery to 95% of US locations, with a track record of 99.95% order accuracy and +98% fill rate. Our private delivery fleet, ability to sequester inventory, and 4-month stocking cycle allow us to offer higher levels of choice and flexibility to meet your needs. We believe in the transparency and value you get, focusing on optimizing your total cost of ownership, while leveraging value-based partnerships to scale operations, enhance efficiencies, and drive sustainable savings for your membership.</p> <p>Benefits to Members:</p> <ul style="list-style-type: none"> • 50,000+ deliveries a day with 99.95% order accuracy. • One-day ground delivery to 95% of the US population residing within the continental United States and 100% within two days. • 98% Fill Rate. • Private fleet of 900+ delivery professionals. • Emergency order processing requests are accommodated whenever possible. • Expedited delivery available with additional freight charges based on factors such as number of boxes, weight, and ship-to location. <p>MMSGGS intends to offer services to all 50 States, the District of Columbia and U.S. Territories under a resulting contract if awarded.</p> <p>Distribution Center Locations:</p> <ul style="list-style-type: none"> • Seattle, WA • Roseville, CA • Los Angeles, CA • Perris, CA • Phoenix, AZ • Denver, CO • Kansas City, MO • Dallas, TX • Houston, TX • Chicago, IL • Atlanta, GA • Savannah, GA • Columbus, OH • Orlando, FL • Winchester, VA • Lehigh Valley, PA • Boston, MA <p>At this time, MMSGGS will serve as the single point of sale. MMSGGS, if awarded, and as opportunities arise, may work with Sourcewell to permit authorized distributors, dealers, or resellers.</p>
<p>28</p>	<p>Service force.</p>	<p>Delivering Excellence in Medical-Surgical Distribution and Services</p> <p>MMSGGS distinguishes itself as far more than a traditional distributor. The organization is committed to an in-depth understanding of each customer's unique requirements, taking a consultative approach to ensure that the solutions provided are precisely aligned with the operational and clinical goals of Participating Entities. By proactively seeking innovative products as they emerge on the market, MMSGGS identifies optimal solutions that advance value, quality, and choice, fostering environments where customers are empowered to deliver outstanding care to their patients.</p> <p>Robust Medical-Surgical and Laboratory Services</p> <p>MMSGGS proudly serves hundreds of municipal agencies and state-operated higher education institutions nationwide. These clients benefit from streamlined procurement channels and unparalleled customer support, enabling data-driven decision-making that improves patient outcomes. The company's consultative process facilitates the adoption of clinical best practices and the collection of targeted feedback, yielding formularies and product recommendations tailored to specific care settings. A dedicated team of over 100 category managers and quality assurance professionals evaluates products, conducts user training on new technologies, and assists with laboratory and clinical setup as needed. This intensive focus on customer needs ensures that organizations—and, by extension, their patients—receive the appropriate products at the optimal time.</p> <p>Expanded Product Categories: One-Stop Shopping Experience</p> <p>Participating Entities enjoy the convenience of procuring all essential items from a single source, with consolidated invoicing and payment processes. MMSGGS offers an extensive and diverse product portfolio, including but not limited to:</p> <ul style="list-style-type: none"> • Medical-Surgical Products and Equipment: Comprehensive selection of consumables, surgical tools, diagnostic instruments, wound care supplies, infection prevention items, and patient monitoring devices tailored to various clinical settings. • Laboratory Solutions: Full range of laboratory instruments, reagents, specimen collection supplies, testing kits, analyzers, and consumables to support clinical and research laboratory operations. • Pharmaceuticals and Vaccines: Broad spectrum of prescription and over-the-counter medications, specialty pharmaceuticals, biologics, and vaccines for immunization programs

and therapeutic interventions.

- Office Products: Extensive array of administrative and facility supplies, including office furniture, technology solutions, printing and imaging products, and sanitation items to support healthcare environments.
- McKesson Brands Products: Exclusive access to McKesson's proprietary line of high-quality medical, laboratory, and office supplies, designed to meet rigorous standards of safety and efficacy.

Advanced Data Management and Fiscal Controls

MMSGGS excels in furnishing customers with robust tools for managing and analyzing procurement data. Transparent reporting on backorders and price fluctuations, combined with access to comprehensive spending analytics, drive operational efficiencies and deliver tangible savings to Participating Entities. The company's exclusive budgeting platforms offer highly customizable controls to promote fiscal responsibility, while remaining user-friendly for all stakeholders.

Expertise and Professional Support

In our offering to best support Sourcewell members, our team has significant experience within a variety of government entities which includes State, Local, Educational, Federal, Tribal, Government Contractors, Government Resellers, and Other Government Resellers. To support the unique needs of our government customers we have dedicated field and inside sales representatives assigned within each market segment: WIC, Corrections, EMS, Equipment, RX, Flu and Vaccines, Lab, and Resellers. MMSGGS has a tenured sales team located throughout the United States supporting the government market. The sales team is organized by class of trade, sales specialty, strategic segment, and geographic territory. In total, our sales team is over 1,300 full-time employees; consisting of Inside Sales Representatives (ISRs), Area Sales Managers (ASMs), Field Vice Presidents (FVPs), field account managers, and other shared resources to support our customers with product and technology solution needs.

Our Sales leadership team consists of:
 David McDade, VP and GM of MMSGGS,
 Craig Malozzi, Director of Customer Programs,
 Stephen Amadio, VP of Government Sales, and
 Andrew Proctor Director of Sales Strategy and Execution.

MMSGGS develops sales strategies to best engage and communicate with our customers through coordinated efforts with our sales team using sales data and analytics to unlock sales growth. The diverse government markets and segments in which MMSGGS have supported and continue to support make us uniquely qualified as an offeror to serve the Sourcewell membership. MMSGGS' extensive experience supporting Sourcewell provides a distinct strength and knowledge of the needs of the members, diversity of the types of members, and trends in procurement.

In addition to the key personnel listed above, Participating Entities will be supported by the following personnel/roles.

MMSGGS Leadership

- VP & GM of MMSGGS – Leader of the business, sets strategic direction, identifies growth objectives and market entry, and responsible for the P&L of the business.
- VP of Government Sales – Leads the FVPs, executes on sales strategies for the field sales team, identifies opportunities within our market segments, and partners with our broader sales team on strategy execution.
- Director of Customer Programs – Leads Inside Sales, Client Management for a portfolio of Strategic Customer Programs, Business Development initiatives, and the GPO Program management team.
- Director of Sales Strategy and Execution – Identifies sales strategy opportunities and initiatives for new product offerings, target specialty segments, curated customer offerings.

Sales Support Team

- Contract Manager - Acts as the primary point of contact for contractual matters, providing clarity and monitoring compliance and alignment with agreed terms. The Contract Manager manages amendments and resolves issues to maintain strong client relationships and operational efficiency.
- Contract Performance Representative (CPRs) - Support onboarding with account setup and coding, submit Master Data updates (freight codes, surcharges, pricing) maintain pricing sources, and establish connectivity.
- Contract Implementation Specialist (CIS) - Manage contract onboarding and renewals in coordination with back office teams, ensures subject matter experts are aware of contractual obligations at implementation, create SFDC contract numbers and contract folders in SharePoint, and send implementation and closeout communications.

In summary, MMSGGS offers an integrated, formalized approach to distribution, combining a diverse product catalog with consultative expertise and advanced support systems, thereby enabling customers to prioritize patient care and operational efficiency.

<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>MMSGGS is committed to providing a streamlined and flexible experience throughout the proposal development, order, and invoice process. Our proposal development process is tailored to client needs, providing clarity, transparency, and responsiveness at every stage. Participating Entities enjoy the convenience of procuring all essential items from a single source.</p> <p>For order placement, MMSGGS offers multiple methods to accommodate customer preferences, including our robust online platform, SupplyManagerSM , as well as toll-free phone, fax, and email options. Orders are only processed and shipped once a formal order request is received from the customer. A Purchase Order (PO) number, when provided, is applied during order entry and appears on both the packing list and invoice for accurate tracking and reference.</p> <p>Customers using SupplyManagerSM have access to real-time order status, including product availability, backorder details, limited stock notifications, and information on alternate distribution centers if applicable. In the event of a backorder, the system will prompt the customer to either select a recommended substitute product or maintain the item on backorder. Our Government Customer Service team is always available to assist with order placement or status inquiries, ensuring timely and effective support. All orders received—regardless of method—are processed promptly, although specific turnaround times may vary. If additional details regarding our order processing methods are needed, we are happy to provide comprehensive information upon request.</p> <p>To further enhance transparency and meet the specific requirements of our diverse customer base, MMSGGS provides a range of flexible invoice options. Customers may select from electronic invoices, paper invoices sent by mail, or payment via credit card during account setup. For organizations seeking detailed financial oversight, our summary billing option delivers invoice totals with the ability to break down charges by categories such as medication, dietary supplements, or incontinence. This customizable approach ensures that organizations can efficiently track expenditures, maintain accurate records, and tailor their billing experience to their operational needs. MMSGGS's commitment to streamlined invoicing processes makes managing payments and financial reporting straightforward, reliable, and adaptable for organizations of all sizes.</p> <p>MMSGGS may rely on manufacturers and third parties to provide installation, delivery and training.</p>
<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Participating Entities receive a toll-free phone number that routes calls to the next available government customer service representative. Additional contact methods include a toll-free fax number and email. The customer service team supports government customers in order fulfillment, such as:</p> <ul style="list-style-type: none"> • Assisting with product location • Providing order status updates • Placing orders <p>Government customer service for Sourcewell members operates from 8:00 a.m. to 8:00 p.m. EST, providing back-end support for contracts, operations, logistics, and product needs. Customer service representatives are available via email and phone during these hours, with an estimated response time of thirty seconds for phone calls and eight business hours for emails.</p> <p>MMSGGS also employs a team for contract support, including a Contract Manager, Contract Support Representatives, and reporting and compliance specialists who are knowledgeable about Sourcewell requirements. These teams manage escalations from the customer service and teams, work with suppliers on contract pricing matters, and handle member inquiries and rostering.</p>

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>With nationwide distribution coverage from our network of 17 distribution centers strategically located to provide optimal service to customers in the continental United States, MMSGGS offers fast, reliable delivery solutions up to five days per week, Monday through Friday, in low unit of measure and bulk for standard Products. MMSGGS's delivery system makes use of company-operated vehicles, common carrier agreements, and overnight express shipments to provide a totally responsive delivery capability. This schedule means customers are able to requisition and receive Products when they need them, staying within their supply budget while keeping vital products in stock.</p> <p>We offer reliable distribution that you can count on. Our extensive distribution network means we offer next-day delivery to 95% of US locations, with a track record of 99.95% order accuracy and +98% fill rate. Our private delivery fleet, ability to sequester inventory, and 4-month stocking cycle allow us to offer higher levels of choice and flexibility to meet your needs. We believe in the transparency and value you get, focusing on optimizing your total cost of ownership, while leveraging value-based partnerships to scale operations, enhance efficiencies, and drive sustainable savings for your membership.</p> <p>Benefits to Members:</p> <ul style="list-style-type: none"> • 50,000+ deliveries a day with 99.95% order accuracy. • One-day ground delivery to 95% of the US population residing within the continental United States and 100% within two days. • 98% Fill Rate. • Private fleet of 900+ delivery professionals. • Emergency order processing requests are accommodated whenever possible. • Expedited delivery available with additional freight charges based on factors such as number of boxes, weight, and ship-to location. <p>MMSGGS will work with facilities to accommodate emergency order processing requests whenever possible. Order size and time of day the request is received are factors used in determining if the request can be shipped after the standard cut-off time. Expedited delivery is possible; however, additional freight charges will be incurred. The actual price of expedited service is based on several factors such as the number of boxes, weight, and ship-to location. MMSGGS at the time of offering does not conduct business in Canada. MMSGGS will work with Sourcewell to explore the opportunity of servicing the Canadian market.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	MMSGGS at the time of offering does not conduct business in Canada. MMSGGS will work with Sourcewell to explore the opportunity of servicing the Canadian market.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	MMSGGS at the time of offering does not conduct business in Canada. MMSGGS will work with Sourcewell to explore the opportunity of servicing the Canadian market.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	MMSGGS at the time of offering does not conduct business in Canada. MMSGGS will work with Sourcewell to explore the opportunity of servicing the Canadian market.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	MMSGGS ships to and services the continental U.S., Alaska, Hawaii, and all U.S. territories. MMSGGS may charge participating entities additional surcharges including, but not limited to, signature fees, address or billing information correction fees, delivery area surcharges, and other accessorial fees. Emergency orders, priority orders, orders for Products not regularly stocked by MMSGGS' local servicing distribution center, and Products dropped shipped from Supplier are subject to an added shipping and handling charge determined by MMSGGS and disclosed to a Facility prior to or at the time of order. Emergency orders, priority orders, orders for Products not regularly stocked by MMSGGS' local servicing distribution center, and Products dropped shipped from Supplier are subject to an added shipping and handling charge determined by MMSGGS and disclosed to a participating entity prior to or at the time of order. Freight charges and/or shipping and handling charges will be included on the shipping invoice. McKesson Medical-Surgical may annually adjust the shipping and handling fee set forth above upon thirty (30) days prior written notice to Customer.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, MMSGGS will extend terms of any awarded master agreement to nonprofit entities.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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<p>37</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>Our marketing strategy is built on a foundation of sustained growth, customer engagement, and data-driven decision-making to maximize the impact of this opportunity.</p> <p>We have averaged double-digit year-over-year growth on our current Sourcewell contract, and our plan is to continue this trajectory through a combination of external market expansion and organic growth. Externally, we target increased market share by engaging new verticals such as ambulatory care (including sports medicine, public safety, clinics, and health departments) and extended care (such as State Managed VA Homes and Women, Infant, and Children (WIC) programs). Our sales team actively seeks out opportunities within these sectors by participating in key industry conferences and tradeshows, delivering tailored outreach campaigns, and leveraging digital marketing tools, including SEO optimization and dedicated internal Sourcewell contract sales pages, to boost sales knowledge, visibility, and attract prospects.</p> <p>For organic growth, we focus on deepening relationships with current customers. As outlined in Table 3, Line 26, our extensive sales force is empowered with advanced digital performance dashboards to analyze purchasing patterns and market trends, allowing us to anticipate customer needs and present targeted upsell or cross-sell solutions. Comprehensive training ensures our team can clearly communicate the unique value and streamlined procurement advantages of the Sourcewell contract, delivering engaging presentations and informed consultations.</p> <p>Retention is further supported by proactive and regular client touchpoints, such as account reviews and annual evaluations. These engagements allow us to gather feedback, refine our approach, and ensure clients continually recognize the value of our partnership.</p> <p>In accordance with Section 13.37(b) of the Minnesota Statutes, the following language constitutes trade secret information that shall be treated as nonpublic confidential information :</p> <p>Our five-year vision centers around expanding our presence across public sector verticals, state and local governments, educational institutions, healthcare systems, and specialty programs—while continuously enhancing the breadth of our offerings. Through integrated digital marketing, strong sales enablement, and a relentless focus on customer success, our strategy positions us as a trusted partner, delivering tailored solutions that empower our clients and drive positive outcomes across the communities we serve.</p>
<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>To drive marketing effectiveness, MMSGs leverages secure and internally governed technologies that empower teams and help protect organizational integrity. Our approach includes:</p> <ul style="list-style-type: none"> • Advanced Internal Analytics: We utilize robust data analysis tools to shape messaging strategies, monitor campaign performance, and continuously optimize engagement outcomes. • Secure Content Delivery: Marketing materials are shared through internally approved platforms designed to support data protection, regulatory alignment, and brand consistency. • Sales Enablement with Precision: Our sales representatives are equipped with tailored, contract-compliant resources that are delivered directly through channels that help ensure alignment with client expectations and legal requirements. • Governance-Driven Innovation: Marketing technologies are selected and managed under strict internal governance protocols, supporting transparency, accountability, and long-term scalability. <p>Bulletin Board FeatureSM McKesson SupplyManager also has a new Bulletin Board feature, which allows social media style messaging by authorized Sourcewell employees to help communicate specials, product changes or process improvements.</p> <p>MMSGs does not plan to use external-facing social media channels to promote a Sourcewell agreement.</p>

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Our partnership approach with Sourcewell is rooted in collaboration, transparency, and a shared commitment to maximizing value for both Sourcewell participating entities and the broader public sector. As the government agency awarding and administering our contract, Sourcewell plays a pivotal role not only in facilitating access but also in promoting the credibility, compliance, and awareness of our offerings among its extensive membership base.</p> <p>To fully leverage the strengths of this partnership, we will integrate Sourcewell's brand and resources into every stage of our marketing and sales strategy. This begins with co-branded value proposition materials, customer meetings, and educational sessions designed to clearly communicate the benefits and procurement efficiency of the Sourcewell contract. We will participate jointly in Sourcewell sponsored events, virtual expos, and regional workshops to engage prospective members and respond directly to their needs.</p> <p>Our internal sales enablement will be closely aligned with Sourcewell's guidance and best practices. We will provide our sales force with up-to-date training on Sourcewell's procurement processes and value proposition, ensuring they are equipped to address questions and facilitate smooth onboarding for members. Digital campaigns and outreach will highlight the trust and compliance that come with a Sourcewell-awarded agreement, further lowering barriers and accelerating adoption.</p> <p>Additionally, we will actively collaborate with Sourcewell on feedback loops and reporting. Regular reviews will allow us to share performance data, success stories, and market intelligence, enabling us to continuously refine our mutual approach and respond proactively to emerging opportunities or challenges within the membership community.</p> <p>By fully integrating Sourcewell into our outreach, education, and customer engagement strategies, we will amplify awareness, drive adoption, and reinforce our reputation as a responsive and responsible partner. Together, we can achieve our shared objective of delivering innovative solutions, streamlined procurement, and measurable value, empowering Sourcewell's members and the communities they serve.</p>
40	<p>Are your Solutions available through an e-procurement or e-Commerce ordering process?</p> <p>If so, describe your system(s) and provide one (1) example of how governmental and educational customers have utilized them.</p>	<p>SupplyManagerSM McKesson SupplyManager is an intuitive ordering platform with features that can help you improve ordering efficiency and simplify inventory management. Designed with your needs in mind, SupplyManager can help you with customized reporting, list and formulary creation and can be integrated into your practice management system.</p> <p>Government and educational customers have used SupplyManagerSM to place orders, view order status information, create custom order lists, determine product usage, track 12-month trends, generate various reports, and access ordering templates to support formulary management, assist with utilization, and help control supply spend.</p> <p>Customers using SupplyManagerSM have access to real-time order status, including product availability, backorder details, limited stock notifications, and information on alternate distribution centers if applicable. In the event of a backorder, the system will prompt the customer to either select a recommended substitute product or maintain the item on backorder.</p> <p>Some examples are:</p> <ul style="list-style-type: none"> • Material Usage: 24 months of usage by manufacturer and item, with quantity shipped by account, ship to, and total sales. • Item History 12 Month Trend: View Item History total dollars by ship to and item number. • Invoice Order: Invoice Order report by customer including purchase order, invoice number, order number, ship to number, order totals, tracking number and shipper information. • Drill to Invoice: Logical drill-down to invoice line detail during selected month and year (of last 24 months). • View Invoice: View a specific invoice by purchase order number or invoice number. • Invoice Line Detail: View invoice line detail during selected time period in last 24 months, with options to customize and save your own report. • Purchase Order Detail: View purchase order detail during selected time period in last 24 months. • Invoice Tracking: Shipment tracking report by patient including invoice number, tracking number, shipper information, and order totals. • Account Balances: Account balances, aging, date of last sale, date of last payment, and last payment amount with access to open invoices and credits not taken. Access current and past statements, view, print and email. • View Packing Slip: View packing slip by invoice, purchase order, or order number. • SDS Reporting: Review items and download SDS sheets based on purchase history. <p>Electronic Interface MMSGS is active in electronic data interchange ("EDI") and cXML development and implementation. In support of this, MMSGS has an extensive array of electronic systems. These include a comprehensive electronic order entry ("EOE") system, support of electronic funds transfer ("EFT") and implementation of EDI ASC X12 transaction sets. Punchout technology is available for EDI and cXML utilization.</p>

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcwell participating entities.</p> <p>Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>In today's evolving healthcare and government procurement landscape, the capacity to provide value-added solutions beyond core offerings is essential for meeting the diverse needs of participating agencies. Drawing upon the innovative approaches and operational strengths highlighted in Table 3 Line Item 26, MMSGGS introduces the supplementary products and services that distinguish our organization. These enhancements—ranging from advanced technology integrations and tailored customer support to flexible distribution models and continuous process improvement—are designed not only to complement our primary services, but to empower agencies with greater efficiency, cost savings, and adaptability. By strategically leveraging our extensive resources and dedicated teams, we strive to create lasting value and meaningful impact for every partner within the scope of this contract.</p> <p>Government Sales Team. The MMSGGS Sales Team is organized by territory and specialty, focused on serving federal, state, local, and educational, tribal, and correctional healthcare entities. With a mission to deliver compliant, cost-effective, and high-quality medical-surgical solutions, the team is structured to support every stage of the government procurement lifecycle, from solicitation to fulfillment. Every segment has specialized support for equipment, flu, vaccine, and Rx categories, ensuring tailored expertise for complex government needs.</p> <p>Dedicated Government Customer Service. This highly skilled customer service group is available via phone, fax, or email and is dedicated to serving the needs of MMSGGS' customers. They are available to handle all order fulfillment needs, such as helping to locate products, placing orders, and providing order status information.</p> <p>Business Reviews. Through the Business Review process, MMSGGS seeks a clear understanding of the customer's issues and priority levels. A follow-up plan is established to help the customer achieve the objectives set during the Business Review. The desired outcome is for MMSGGS to have a clear understanding of the direction of the customer so that it can assist the customer in achieving their stated goals and mission.</p> <p>Distribution Solutions. With a nationwide network of distribution centers strategically located to provide optimal service to customers in the continental United States, MMSGGS offers fast, reliable delivery solutions up to five days per week, Monday through Friday, in low unit of measure and bulk for standard products. MMSGGS's delivery system makes use of company-operated vehicles, common carrier agreements and overnight express shipments to provide a totally responsive delivery capability. This schedule means customers are able to requisition and receive products when they need them, staying within their supply budget while keeping vital products in stock.</p> <p>Biomedical Solutions McKesson Biomedical Solutions offers comprehensive equipment management solutions. Powered by OneTrack®, Biomedical Solutions is a full offering of equipment sales and rental, equipment service and device management for infusion, enteral and ventilator devices. With scalable solutions for providers of any size, we help our customers increase patient safety, enhance operational efficiency and improve compliance, allowing providers to fully focus on patient care, instead of managing device inventory or working capital.</p> <p>Sales</p> <ul style="list-style-type: none"> • Access to 70k+ pumps and ventilators from over 50 different models • Biomedical Equipment Specialists to provide guidance in meeting customer needs • Dedicated customer service team to answer key questions with BioMedical facilities in Jacksonville, FL, Moon Township, PA, Hanover Park, IL, and City of Industry, CA • Clinical and product support <p>Rental</p> <ul style="list-style-type: none"> • Easily submit rental orders, maintenance requests and keep track of compliance using One-track • Equipment rental fleet to help minimize capital expenses • Access to 70k+ pumps and ventilators from over 50 different models with both short and long-term rental options • Customers can rent equipment while their devices are in for service, minimizing downtime and ensuring continuity of care • We work with OEM partners to provide equipment demos and education for customers <p>Service</p> <ul style="list-style-type: none"> • Preventative maintenance and repairs including warranty repairs and recalls • ISO-certified biomedical service centers, spread across the nation, staffed with teams of trained technicians • High quality assurance standards • ISO-certified locations and trained technicians nationwide ensure quick turnaround on preventive maintenance and repairs • Compliance & Documentation: All repair and service history is documented for compliance audits, supporting regulatory and accreditation requirements • Self-Service Portal: Customers have access to a self-service portal for real-time visibility into device location, maintenance status, and analytics • McKesson Biomedical Solutions™ offers an average 5-day turnaround time on preventative maintenance and an average 10-day turnaround on device repairs. Repair times may be extended if the device must be sent to the manufacturer. <p>Decommissioning</p> <ul style="list-style-type: none"> • We offer decommissioning support services which include removal from the customer facility and disposal to industry standards. <p>Technology</p> <ul style="list-style-type: none"> • Count on our in-depth information and analytics to help ensure your business remains compliant, while also helping you take your business to the next level.
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>McKesson SupplyManagerSM – Online Ordering and Reporting – SupplyManagerSM is MMSGGS's Web-based application that will help Participating Entities access and manage product ordering and reporting information. This single, integrated Internet portal, which can be accessed at</p>

www.mckesson.com, provides hospitals, health systems, physicians, long-term care, home care, surgery centers and retail pharmacies the ability to select, order and track products. Utilization of this application creates a one-stop shop for Participating Entities to purchase products.

McKesson Inventory ManagerSM is a Web-based supply management solution that will allow Sourcewell to build and consolidate requisitions for all vendors in one place, with multiple options for creating purchase orders. Sourcewell can identify and track supplies through the use of par/minimum-maximum levels while identifying supplies not being utilized to reduce expenses and promote Product standardization. This proven barcode technology can take physical inventory count at locations, generate orders and/or charge patients for supplies. Sourcewell will save time and reduce manual processes, with extensive reporting capabilities that help capture Sourcewell's real costs and better manage the business through cost management and inventory control. Additional Fees may apply.

McKesson Inventory Manager provides the following services:

- Consolidate and place orders for multiple vendors
- Standardize inventory (by vendor, Product, cost, quality needs, etc...
- Manage inventory across the office, Facility, or network
- Purchase Products corporate or network wide
- Capture useable data to help make better, more informed decisions
- Reduce individual ordering preferences
- Establish policies and procedures for purchasing supplies

Customers will benefit from the ability to:

- Track and identify purchase trends and patterns related to on-hand inventory, product usage, inventory valuation, par levels, chargeable items
- View supply utilization over time by individual, department, provider and Facility
- Track, manage, and analyze purchase and inventory data to help make more informed decisions
- Simplify and streamline workflow using bar-code technology
- Build and consolidate requisitions for multiple vendors in one system
- Access dashboards to quickly and easily view important inventory information.

McKesson ScanManagerSM

McKesson ScanManager is an inventory management system that puts the power to control costs in the customer's hands. This bar-code technology helps users to assemble orders and compile supply management information. Orders originate in the storeroom, where users scan bar codes to compile orders to be sent over the Internet. Sourcewell members can check orders online to determine Product availability and shipping status. Creating orders at the source helps organize both storeroom and ordering processes, reducing costs by reducing inventory fluctuations that cause overstocks, understocks and aging inventory. Management reports generated by the McKesson ScanManager system help Sourcewell analyze purchasing trends and compile budget and forecasting information. This application may be subject to fees associated with installation and hardware.

UPrevent – MMSG's UPrevent is a new web resource portal designed to help healthcare providers understand and adhere to infection prevention guidelines. Healthcare-Associated Infections ("HAIs") are an important health problem according to the United States Centers for Disease Control and Prevention ("CDC"), with more than 98,000 people dying from HAIs each year. The goal for the UPrevent portal is to create the healthcare industry's most comprehensive source for infection prevention information and provides the following at no charge:

- Links to more than 300 resources from more than 25 leading organizations;
- Follows seven content categories for easy navigation; and
- Links directly McKesson SupplyManager SM.

McKesson Spend ManagerSM and McKesson Budget PlannerSM – Spend ManagerSM and Budget PlannerSM, the latest enhancements to McKesson SupplyManagerSM, can help Participating Entities monitor and manage spend activity, providing detailed budget information in just a couple of clicks.

Specifically, McKesson Spend ManagerSM users can:

- Sort an analysis by ship-to, major category, minor category or entire spend
- View specific items purchased in a variety of ways, including a Top 10 listing or purchases by location
- Access information 24/7 once GL codes are set up by location
- Manage reports for future reference, i.e., build a budget history for the year-end recap or for future budget planning
- Save, print or export in-depth budget reports
- Access 13 months of a customer's purchasing data.

McKesson Budget PlannerSM helps the customer to:

- Assign pre-set budget dollar amounts by ship-to, major category and minor category
- Track GL code and/or locations for monthly budget amounts, rolling up yearly budget compliance data, if necessary
- Receive e-mail notification alerts to track actual spending to plan within McKesson Spend ManagerSM module
- Adjust budget amounts over time
- Set budget to fiscal year
- Watch overall spend or focus on specific areas or challenges; and
- Save, print or export a wide variety of reports.

Product Ordering Control – The following areas of McKesson SupplyManagerSM application also

can help a customer to:

- Build purchasing lists of its preferred and most frequently ordered items, critical to formulary management
- Designate one person as the supply manager for a customer. McKesson SupplyManagerSM determines the products approved for ordering and authorizes who can place orders. An authorized user can only order from the approved product lists, but can still browse all items
- Set approval rules to help control spending based on dollar limits or by user
- Implement a reorder suggestion area, which will help find items that may have been forgotten or are low in stock
- Build a standing or scheduled order for delivery on a regular basis.

Reporting – In addition, McKesson SupplyManagerSM can assist Participating Entities with the following (offered through McKesson Business AnalyticsSM): *

- Usage reporting
- Conversion and substitution opportunities
- Contract utilization
- Order and backorder status
- Visibility to outstanding and paid invoices
- Visibility to credits and returns
- Visibility to packing slips
- Tracking UPS shipments and signatures, if applicable
- Pulling SDSs
- GL coding on invoices.

Along with the standard reporting provided by McKesson SupplyManagerSM, MMSGs also has internal reporting which can be completed as needed and can assist Participating Entities with the following:

- Compliance tracking
- Lost opportunity reporting
- Usage reporting
- Conversion opportunity analysis
- Product category analysis.

Conversion Opportunity ManagerSM – MMSGs continuously identifies opportunities to provide its customers savings and value as part of its new tool - Conversion Opportunity ManagerSM. MMSGs recently developed a new tool within McKesson SupplyManagerSM to direct customers to an alternative list of items for a chosen product, Conversion Opportunity ManagerSM. Facilities at Participating Entities can click the dollar symbol (\$) next to featured items on the McKesson SupplyManagerSM screen when placing an order, which will help them find savings opportunities or provide better value – without sacrificing quality.

OK to Pay ServiceSM

The OK to Pay service within McKesson SupplyManager allows Sourcewell members to:

- Review invoices and mark as OK to Pay
- Check invoice status
- Run reports regarding open and closed invoices
- Allow acceptance and approval of invoices once Products are received
- Set permissions and control who has authority to approve invoices
- Export to Excel or import to Sourcewell's accounts receivable program

Bulletin Board FeatureSM

McKesson SupplyManager also has a new Bulletin Board feature, which allows social media style messaging by authorized Sourcewell employees to help communicate specials, product changes or process improvements.

See, Switch and SaveSM

See, Switch and Save through McKesson SupplyManager provides Sourcewell opportunities to save on all products purchased. During the ordering process, look for the icon which directs the customer to cost effective alternatives. This new feature puts savings in the customer's hands with each and every order.

Other Technologies – Electronic Interface

MMSGs is active in electronic data interchange ("EDI") and cXML development and implementation. In support of this, MMSGs has an extensive array of electronic systems. These include a comprehensive electronic order entry ("EOE") system, support of electronic funds transfer ("EFT") and implementation of EDI ASC X12 transaction sets. Punchout technology is available for EDI and cXML utilization.

BioMedical Solutions

McKesson Biomedical Solutions offers comprehensive equipment management solutions. Powered by OneTrack®, McKesson Biomedical Solutions is a full offering of equipment sales and rental, equipment service and device management for infusion, enteral and ventilator devices. With scalable solutions for providers of any size, we help our customers increase patient safety, enhance operational efficiency and improve compliance, allowing providers to fully focus on patient care, instead of managing device inventory or working capital.

Sales

- Access to 70k+ pumps and ventilators from over 50 different models
- Biomedical Equipment Specialists to provide guidance in meeting customer needs
- Dedicated customer service team to answer key questions with BioMedical facilities in Jacksonville, FL, Moon Township, PA, Hanover Park, IL, and City of Industry, CA
- Clinical and product support

Rental

		<ul style="list-style-type: none"> • Easily submit rental orders, maintenance requests and keep track of compliance using One-track • Equipment rental fleet to help minimize capital expenses • Access to 70k+ pumps and ventilators from over 50 different models with both short and long-term rental options • Customers can rent equipment while their devices are in for service, minimizing downtime and ensuring continuity of care • We work with OEM partners to provide equipment demos and education for customers <p>Service</p> <ul style="list-style-type: none"> • Preventative maintenance and repairs including warranty repairs and recalls • ISO-certified biomedical service centers, spread across the nation, staffed with teams of trained technicians • High quality assurance standards • ISO-certified locations and trained technicians nationwide ensure quick turnaround on preventive maintenance and repairs • Compliance & Documentation: All repair and service history is documented for compliance audits, supporting regulatory and accreditation requirements • Self-Service Portal: Customers have access to a self-service portal for real-time visibility into device location, maintenance status, and analytics • McKesson Biomedical Solutions™ offers an average 5-day turnaround time on preventative maintenance and an average 10-day turnaround on device repairs. Repair times may be extended if the device must be sent to the manufacturer. <p>Decommissioning</p> <ul style="list-style-type: none"> • We offer decommissioning support services which include removal from the customer facility and disposal to industry standards. <p>Technology</p> <ul style="list-style-type: none"> • Count on our in-depth information and analytics to help ensure your business remains compliant, while also helping you take your business to the next level.
43	Describe any "green" initiatives that relate to your company (e.g., recycling, LED lighting, LEED) or to your Solutions, and include a list of the certifying agency for each.	<p>McKesson is deeply committed to its mission of Advancing Health Outcomes for All®, with environmental sustainability integrated into every aspect of our operations.</p> <p>In FY25, we made significant progress in reducing greenhouse gas (GHG) emissions across our value chain. Our efforts are aligned with the Science Based Targets Initiative (SBTi), including a goal to reduce direct emissions (Scope 1 and 2) by 50.4% by FY32 and to ensure that 70% of our suppliers have SBTi-approved targets by FY27. We also collaborate with organizations like the National Academy of Medicine and the American Hospital Association to advance industry-wide climate goals.</p> <p>To support these objectives, we established an Environment Impact Council and launched targeted initiatives across real estate, procurement, operations, and fleet management. Our Green Building Standards (GBS) framework, inspired by WELL and LEED benchmarks, guides sustainable practices across our facilities. In FY25, nine sites achieved GBS certification, promoting energy efficiency, occupant wellness, and reduced environmental impact. Through intentional design and innovation, we are transforming our built environment into a driver of environmental health.</p> <p>Operationally, we introduced reusable cold chain shipping systems and automated packaging to reduce waste. Our Specialty Health business expanded the use of reusable containers, preventing over 1.7 million cubic feet of landfill waste annually. We also invested in renewable energy through Virtual Power Purchase Agreements (VPPAs), including support for the Liberty Solar plant in Texas, which offsets 182,000 metric tons of carbon emissions yearly. Additionally, our Las Colinas headquarters and 17 other sites are powered by the Priddy Wind Farm, reinforcing our commitment to sustainable energy and community impact. To learn more about our initiatives, please see our FY2025 Impact Report https://www.mckesson.com/commitments/our-impact/</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company and/or equipment holds (e.g., ENERGY STAR) for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>MMSGGS is not a manufacturer, and as such, we are unable to provide information about all third-party issued eco-labels, ratings or certifications for all equipment and products included in our proposal as we are offering products from hundreds of manufacturers. This type of information may be provided on an individual basis for equipment and products upon request and at the time of purchase.</p>

<p>45</p> <p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities?</p> <p>What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>In today's evolving healthcare and government procurement landscape, the capacity to provide value-added solutions beyond core offerings is essential for meeting the diverse needs of participating agencies. Drawing upon the innovative approaches and operational strengths highlighted throughout our questionnaire responses, MMSGGS introduces the supplementary products and services that distinguish our organization. These enhancements—ranging from advanced technology integrations and tailored customer support to flexible distribution models and continuous process improvement—are designed not only to complement our primary services, but to empower agencies with greater efficiency, cost savings, and adaptability. By strategically leveraging our extensive resources and dedicated teams, we strive to create lasting value and meaningful impact for every partner within the scope of this contract.</p> <p>Government Sales Team. The MMSGGS Sales Team is organized by territory and specialty, focused on serving federal, state, local, and educational, tribal, and correctional healthcare entities. With a mission to deliver compliant, cost-effective, and high-quality medical-surgical solutions, the team is structured to support every stage of the government procurement lifecycle, from solicitation to fulfillment. Every segment has specialized support for equipment, flu, vaccine, and Rx categories, ensuring tailored expertise for complex government needs.</p> <p>Dedicated Government Customer Service. This highly skilled customer service group is available via phone, fax, or email and is dedicated to serving the needs of MMSGGS' customers. They are available to handle all order fulfillment needs, such as helping to locate products, placing orders, and providing order status information.</p> <p>Business Reviews. Through the Business Review process, MMSGGS seeks a clear understanding of the customer's issues and priority levels. A follow-up plan is established to help the customer achieve the objectives set during the Business Review. The desired outcome is for MMSGGS to have a clear understanding of the direction of the customer so that it can assist the customer in achieving their stated goals and mission.</p> <p>Distribution Solutions. With a nationwide network of distribution centers strategically located to provide optimal service to customers in the continental United States, MMSGGS offers fast, reliable delivery solutions up to five days per week, Monday through Friday, in low unit of measure and bulk for standard products. MMSGGS's delivery system makes use of company-operated vehicles, common carrier agreements and overnight express shipments to provide a totally responsive delivery capability. This schedule means customers are able to requisition and receive products when they need them, staying within their supply budget while keeping vital products in stock.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
46	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable. MMSGGS does not fall in any of the categories listed below.
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
48		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
52		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
55	Describe your payment terms and accepted payment methods.	MMSGs's standard payment terms are net 30 days from the invoice date.	*
56	Describe any leasing or financing options available for use by educational or governmental entities.	None	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Invoices are sent following orders. Here is a link to our terms and conditions that will appear on the invoices: https://mms.mckesson.com/content/forms-policies/</p> <p>In addition, MMSGs makes no representation or warranty of any kind, express or implied, with respect to any products or services provided by MMSGs including the warranty of merchantability or the fitness for any particular use or purpose. Sourcewell and Sourcewell Participating Entities shall look to the manufacturer of products and the provider of service for any warranty thereon. No agent, employee, or representative of MMSGs has any authority to make any affirmation, representation or warranty concerning products or services not set forth in the Sourcewell contract.</p>	*
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes, MMSGs does accept P-Card. We do not pass on any costs related to P-Card.	*
59	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>MMSGs's pricing model will be a minimum percent discount off of its Government List Price ("GLP") for all products and services within our catalog offering. GLP is an internal list price for commercial items which changes twice per year (typically February 1 and August 1) and on rare, off-cycle bases at its discretion. MMSGs does not have a published list price. For the purposes of this proposal and the resulting Contract, MMSGs defines the term, "list price" as MMSGs's Internal (non-published) Government List Price which is a price for commercial items.</p> <p>There are certain products and services that are not subject to a discount off list pricing structure, e.g., InventoryManager has varying fees based on facility usage and number of scanners. Additionally, BioMed Solutions do not have a GLP pricing model at the time of offering, as such, to meet the needs of the member any products or services associated would be mutually agreed upon with MMSGs and the participating entity.</p>	*
60	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Category Pricing Structure</p> <p>National Brand Products in MMSGs Catalog: Minimum 39% Discount off MMSGs Government List Price (price ceiling)</p> <p>McKesson Brand Products in MMSGs Catalog: Minimum 50% Discount off MMSGs Government List Price (price ceiling)</p> <p>Rx, Specialty Rx, and Core Vaccines: Minimum 45% Discount off MMSGs Government List Price (price ceiling)</p> <p>* Any discount offered in MMSGs's proposal does not apply to Controlled Substances.</p> <p>Price ceiling: Price ceiling means that the participating entity will not be charged an amount greater than the price resulting from the pricing structure indicated. For example, if MMSGs's Government List Price for a McKesson Brand product is \$100, the participating entity will be charged no more than \$50 for a product outside of the Rx Products, Specialty Rx or Vaccine price structure.</p> <p>As mentioned in our response for #59, MMSGs does not have a published list price. For the purposes of this proposal and the resulting Contract, MMSGs requests defining the term, "list price" as MMSGs's Internal (non-published) Government List Price which is a price for commercial items.</p>	*

61	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Volume Discount Program Overview We are pleased to offer a volume-based pricing incentive to Sourcewell members as part of our commitment to delivering value and cost transparency. Our volume discount program is designed to reward customers who purchase in bulk or otherwise order larger-than-normal quantities across defined product categories.</p> <p>Eligibility Criteria</p> <ul style="list-style-type: none"> • Volume: Orders exceeding \$100,000 may qualify for a volume-based pricing consideration. • Product Categories: National Brand and McKesson Brand catalog items, excluding SRx, Rx, and Core Vaccines products. <p>MMSGs will review the order to determine special pricing applied against GLP and may apply a shipping fee dependent on type of product and point of delivery, which must be disclosed in writing to the member prior to order fulfillment. The final determination regarding the volume discount is in the sole discretion of MMSGs.</p>
62	<p>Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.</p> <p>Define the costs/fees associated with "sourcing/quoting" products and related services.</p>	<p>MMSGs maintains a national inventory of over \$600 million in products, covering 300,000 SKUs. Through partnerships with thousands of suppliers, MMSGs efficiently delivers a wide range of medical-surgical products, allowing customers to focus on patient care. If a product or service is not in our catalog, MMSGs can make reasonable efforts to source it through its network of more than 2,000 suppliers or initiate new supplier relationships as needed for sufficient order volumes.</p> <p>To address member requirements MMSGs will make reasonable efforts to source open mark or non-contracted products or services. Any open market or non-contracted products or services that lack an established GLP pricing model at the time of offering will be quoted and mutually agreed upon by MMSGs and the member.</p>
63	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Excluding fees related to drop ships, additional delivery requirements are to be communicated on the order and may be subject to additional fees, which MMSGs will provide at time of request.
64	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Standard delivery is FOB Destination. However,; in addition to MMSGs's pricing, additional fees may apply for air freight shipments, same day delivery, after-hours delivery services (note: emergency or expedited delivery is subject to warehouse and transportation availability at the time of request), and cold chain, hazmat, and/or drop-ship fees. Other fees that may apply are finance charges on past due balances, restocking fees on returns, and fuel surcharge. Fees that apply will be per MMSGs's policy in effect at the time of order.

<p>65</p>	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>MMSGGS does not ship to Canada at this time. We do ship to offshore points, however they are limited to US territories.</p> <p>Hazmat orders to Hawaii and Alaska are shipped via barge carrier. Below is the time and transit for each location.</p> <p>Time in Transit:</p> <ul style="list-style-type: none"> • Anchorage, AK: 4-6 days • Southeast, AK: 4-7 days • Remote areas: 7-14 days <p>Time in Transit:</p> <ul style="list-style-type: none"> • Honolulu, HI: 6-7 days • Maui and Kauai, HI: 10-12 days • Kailua-Kona, HI: 10-12 days • Hilo, HI: 11-13 days <p>Non-Hazmat typically shipped via a parcel carrier</p> <p>Benefits to Members:</p> <ul style="list-style-type: none"> • 50,000+ deliveries a day with 99.95% order accuracy • One-day ground delivery to 95% of the US population residing within the continental United States and 100% within two days • 98% Fill Rate • Private fleet of 900+ delivery professionals <p>Freight is determined by the freight schedule the customer is set up on. The following could add extra fees to the freight:</p> <ul style="list-style-type: none"> • Hazmat • Cold Chain • Special Services <p>For participating entities in Alaska, Hawaii, and any offshore delivery to US Territories MMSGGS may charge the participating entity additional surcharges including, but not limited to, signature fees, address or billing information correction fees, delivery area surcharges, and other accessorial fees. Emergency orders, priority orders, orders for products not regularly stocked by MMSGGS and products dropped shipped from Supplier are subject to an added shipping and handling charge determined by MMSGGS and disclosed to participating entity prior to or at the time of order. Freight charges and/or shipping and handling charges will be included on the shipping invoice. MMSGGS may annually adjust the shipping and handling fee set forth above upon thirty (30) days prior written notice to the participating entity.</p>
<p>66</p>	<p>Describe any unique distribution, delivery, or deployment methods or options for the goods and services offered in your proposal.</p>	<p>We partner with regional and national carriers to support all shipping modes from Parcel to LTL, Truckloads and Couriers. We strive to deliver the best customer experience with an eye on cost.</p> <p>With a nationwide network of distribution centers strategically located to provide optimal service to customers in the continental United States, MMSGGS offers fast, reliable delivery solutions up to five days per week, Monday through Friday, in low unit of measure for standard Products. MMSGGS' delivery system makes use of company-operated vehicles, common carrier agreements and overnight express shipments to provide a totally responsive delivery capability. This schedule means customers are able to requisition and receive Products when they need them, staying within their supply budget while keeping vital products in stock. Our distribution centers typically provide one day ground delivery to 95% of the US population residing within the continental United States and 100% within 2 days.</p> <p>Our extensive collection of more than 300,000 products helps simplify operations with single-source ordering of essential commodities, equipment, lab testing, IV therapy, Rx and more. Plus, we offer flexible delivery options designed to meet your needs, including next-day delivery to 95% of U.S. locations.</p>
<p>67</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>MMSGGS's process for ensuring contract compliance begins at the onboarding of the new award. Product pricing is confirmed and loaded per the contract terms. Reporting analysts are responsible for verifying sales and balancing administrative fees based on those sales. Compliance analysts perform routine audits to ensure not only the administrative fees are correctly and timely paid, but other contractual requirements are fulfilled.</p>

68	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>MMSGGS can assist Sourcewell and Participating Entities with the following:</p> <ul style="list-style-type: none"> • Usage reporting; • Conversion and substitution opportunities; • Contract utilization; • Order and backorder status; • Visibility to outstanding and paid invoices; • Visibility to credits and returns; • Visibility to packing slips; • Tracking UPS shipments and signatures, if applicable; • Pulling SDS; and • GL coding on invoices. <p>Along with the standard reporting, MMSGGS also has internal reporting which can be completed as needed and can assist Sourcewell and Participating Entities with the following:</p> <ul style="list-style-type: none"> • Compliance tracking; • Lost opportunity reporting; • Usage reporting; • Conversion opportunity analysis; and • Product category analysis. 	*
69	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Sourcewell will be eligible for an administrative fee of 1% of Net Purchases, excluding Specialty Rx Products, flu Products, vaccines, lab Products, BiPAP Products, and CPAP Products.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	<p>Category Pricing Structure National Brand Products in MMSGGS Catalog: Minimum 39% Discount off MMSGGS Government List Price (price ceiling) McKesson Brand Products in MMSGGS Catalog: Minimum 50% Discount off MMSGGS Government List Price (price ceiling) Rx, Specialty Rx, and Core Vaccines: Minimum 45% Discount off MMSGGS Government List Price (price ceiling)</p> <p>* Any discount offered in MMSGGS's proposal does not apply to Controlled Substances.</p> <p>Price ceiling: Price ceiling means that the Member will not be charged an amount greater than the price resulting from the pricing structure indicated. For example, if MMSGGS's Government List Price for a McKesson Brand product is \$100, the Member will be charged no more than \$50 for a McKesson Brand product outside of the Rx Products, Specialty Rx or Vaccine price structure.</p> <p>As mentioned in our response for #59, MMSGGS does not have a published list price. For the purposes of this RFP and the resulting Contract, MMSGGS defines the term, "list price" as MMSGGS's Internal (non-published) Government List</p>

		<p>Price which is a price for commercial items.</p> <p>Volume Discount Program Overview We are pleased to offer a volume-based pricing incentive to Sourcewell members as part of our commitment to delivering value and cost transparency. Our volume discount program is designed to reward customers who purchase in bulk or otherwise order larger-than-normal quantities across defined product categories.</p> <p>Eligibility Criteria</p> <ul style="list-style-type: none"> • Volume: Orders exceeding \$100,000 may qualify for a volume-based pricing consideration. • Product Categories: National Brand and McKesson Brand catalog items, excluding SRx, Rx, and Core Vaccines products. <p>MMSGGS will review the order to determine special pricing applied against GLP and may apply a shipping fee dependent on type of product and point of delivery, which must be disclosed in writing to the member prior to order fulfillment. The final determination regarding the volume discount is in the sole discretion of MMSGGS.</p> <p>For any open market or non-contracted products or services that do not have a GLP pricing model at the time of offering, as such, to meet the needs of the member any products or services associated would be mutually agreed upon with MMSGGS and the member.</p> <p>MMSGGS will provide market competitive pricing.</p>
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Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

Line Item	Question	Response *
71	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, in the proposal.	<p>Delivering Excellence in Medical-Surgical Distribution and Services MMSGGS distinguishes itself as far more than a traditional distributor. The organization is committed to an in-depth understanding of each customer’s unique requirements, taking a consultative approach to ensure that the solutions provided are precisely aligned with the operational and clinical goals of Participating Entities. By proactively seeking innovative products as they emerge on the market, MMSGGS identifies optimal solutions that advance value, quality, and choice, fostering environments where customers are empowered to deliver outstanding care to their patients.</p> <p>Robust Medical-Surgical and Laboratory Services MMSGGS proudly serves hundreds of municipal agencies and state-operated higher education institutions nationwide. These clients benefit from streamlined procurement channels and unparalleled customer support, enabling data-driven decision-making that improves patient outcomes. The company’s consultative process facilitates the adoption of clinical best practices and the collection of targeted feedback, yielding formularies and product recommendations tailored to specific care settings. A dedicated team of over 100 category managers and quality assurance professionals evaluates products, conducts user training on new technologies, and assists with laboratory and clinical setup as needed. This intensive focus on customer needs ensures that organizations—and, by extension, their patients—receive the appropriate products at the optimal time.</p> <p>Expanded Product Categories: One-Stop Shopping Experience Participating Entities enjoy the convenience of procuring all essential items from a single source, with consolidated invoicing and payment processes. MMSGGS takes the time to understand the unique needs of</p>

each and every customer with a curated portfolio of over 300,000 high quality products. Sourcewell Members are afforded access to an extensive range of medical-surgical products. The product categories listed below are multi-sourced from over 2,000 national brand suppliers, as well as private label suppliers, further illustrating the depth and scope of our product portfolio. MMSGGS offers an extensive and diverse product portfolio, including but not limited to:

- Medical-Surgical Products and Equipment: Comprehensive selection of consumables, surgical tools, diagnostic instruments, wound care supplies, infection prevention items, and patient monitoring devices tailored to various clinical settings.
- Laboratory Solutions: Full range of laboratory instruments, reagents, specimen collection supplies, testing kits, analyzers, and consumables to support clinical and research laboratory operations.
- Pharmaceuticals and Vaccines: Broad spectrum of prescription and over-the-counter medications, specialty pharmaceuticals, biologics, and vaccines for immunization programs and therapeutic interventions.
- Office Products: Extensive array of administrative and facility supplies, including office furniture, technology solutions, printing and imaging products, and sanitation items to support healthcare environments.
- McKesson Brands Products: Exclusive access to McKesson's proprietary line of high-quality medical, laboratory, and office supplies, designed to meet rigorous standards of safety and efficacy.

McKesson Brands delivers a broad portfolio of ever expanding healthcare products, spanning our full product catalog. With offerings sourced from over 300 suppliers and a growing catalog of 4,000 products, our private label provides outstanding variety to meet the needs of every care setting. Quality is central to every McKesson Brand product, backed by rigorous sourcing and thorough quality assurance. Customers benefit from dependable performance and certified manufacturing standards, giving confidence to care providers and patients alike. Value is at the heart of our private label program, delivering cost effective alternatives without compromising safety or effectiveness. McKesson Brands empowers organizations to optimize budgets while maintaining high standards of patient care.

In short, McKesson Brands stands for comprehensive variety, trusted quality, dependable reliability, and proven value—helping healthcare providers deliver exceptional care, every day.

Advanced Data Management and Fiscal Controls

MMSGGS excels in furnishing customers with robust tools for managing and analyzing procurement data. Transparent reporting on backorders and price fluctuations, combined with access to comprehensive spending analytics, drive operational efficiencies and deliver tangible savings to Participating Entities. The company's exclusive budgeting platforms offer highly customizable controls to promote fiscal responsibility, while remaining user-friendly for all stakeholders.

Expertise and Professional Support

In our offering to best support Sourcewell members, our team has significant experience within a variety of government entities which includes State, Local, Educational, Federal, Tribal, Government Contractors, Government Resellers, and Other Government Resellers. To support the unique needs of our government customers we have dedicated field and inside sales representatives assigned within each market segment: WIC, Corrections, EMS, Equipment, RX, Flu and Vaccines, Lab, and Resellers. MMSGGS has a tenured sales team located throughout the United States supporting the government market. The sales team is organized by class of trade, sales specialty, strategic segment, and geographic territory. In total, our sales team is over 1,300 full-time employees; consisting of Inside Sales Representatives (ISRs), Area Sales Managers (ASMs), Field Vice Presidents (FVPs), field account managers, and other shared resources to support our customers with product and technology solution needs.

Our Sales leadership team consists of David McDade, VP and GM of MMSGGS, Craig Malozzi, Director of Customer Programs, Stephen Amadio, VP of Government Sales, and Andrew Proctor Director of Sales Strategy and Execution. MMSGGS develops sales strategies to best engage and communicate with our customers through coordinated efforts with our sales team using sales data and analytics to unlock sales growth. The diverse government markets and segments in which MMSGGS have supported and continue to support make us uniquely qualified as an offeror to serve the Sourcewell membership. MMSGGS' extensive experience supporting Sourcewell provides a distinct strength and knowledge of the needs of the members, diversity of the types of members, and trends in procurement.

In addition to the key personnel listed above, Participating Entities will be supported by the following personnel/roles.

MMSGGS Leadership

VP & GM of MMSGGS – Leader of the business, sets strategic direction, identifies growth objectives and market entry, and responsible for the P&L of the business.

VP of Government Sales – Leads the FVPs, executes on sales strategies for the field sales team, identifies opportunities within our market segments, and partners with our broader sales team on strategy execution.

Director of Customer Programs – Leads Inside Sales, Client Management for a portfolio of Strategic Customer Programs, Business Development initiatives, and the GPO program management team.

Director of Sales Strategy and Execution – Identifies sales strategy opportunities and initiatives for new product offerings, target specialty segments, curated customer offerings.

Sales Support Team

Contract Manager - Acts as the primary point of contact for contractual matters, providing clarity and monitoring compliance and alignment with agreed terms. The Contract Manager manages amendments and resolves issues to maintain strong client relationships and operational efficiency.

Contract Performance Representative (CPRs) - Support onboarding with account setup and coding, submit Master Data updates (freight codes, surcharges, pricing) maintain pricing sources, and establish connectivity.

Contract Implementation Specialist (CIS) - Manage contract onboarding and renewals in coordination with back office teams, ensures subject matter experts are aware of contractual obligations at implementation, create SFDC contract numbers and contract folders in SharePoint, and send implementation and closeout communications.

In summary, MMSGGS offers an integrated, formalized approach to distribution, combining a diverse product

		<p>catalog with consultative expertise and advanced support systems, thereby enabling customers to prioritize patient care and operational efficiency.</p>
72	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Please find our product categories and subcategories as outlined in our response to line 71.</p> <p>Expanded Product Categories: One-Stop Shopping Experience Participating Entities enjoy the convenience of procuring all essential items from a single source, with consolidated invoicing and payment processes. MMSGs offers an extensive and diverse product portfolio, including but not limited to:</p> <ul style="list-style-type: none"> • Medical-Surgical Products and Equipment: Comprehensive selection of consumables, surgical tools, diagnostic instruments, wound care supplies, infection prevention items, and patient monitoring devices tailored to various clinical settings. • Laboratory Solutions: Full range of laboratory instruments, reagents, specimen collection supplies, testing kits, analyzers, and consumables to support clinical and research laboratory operations. • Pharmaceuticals and Vaccines: Broad spectrum of prescription and over-the-counter medications, specialty pharmaceuticals, biologics, and vaccines for immunization programs and therapeutic interventions. • Office Products: Extensive array of administrative and facility supplies, including office furniture, technology solutions, printing and imaging products, and sanitation items to support healthcare environments. • McKesson Brands Products: Exclusive access to McKesson's proprietary line of high-quality medical, laboratory, and office supplies, designed to meet rigorous standards of safety and efficacy.
73	<p>Describe the lifecycle support services for equipment, such as implementation, maintenance, and decommissioning.</p>	<p>MMSGs's responsibilities under this agreement are considered complete upon successful delivery of the specified equipment. Any post-delivery maintenance, technical support, or service requirements shall be addressed exclusively through the manufacturer's warranty provisions with the exception of BioMedical Solutions.</p> <p>Biomedical Solutions McKesson Biomedical Solutions offers comprehensive equipment management solutions. Powered by OneTrack®, Biomedical Solutions is a full offering of equipment sales and rental, equipment service and device management for infusion, enteral and ventilator devices. With scalable solutions for providers of any size, we help our customers increase patient safety, enhance operational efficiency and improve compliance, allowing providers to fully focus on patient care, instead of managing device inventory or working capital.</p> <p>Sales</p> <ul style="list-style-type: none"> • Access to 70k+ pumps and ventilators from over 50different models • Biomedical Equipment Specialists to provide guidance in meeting customer needs • Dedicated customer service team to answer key questions with BioMedical facilities in Jacksonville, FL, Moon Township, PA, Hanover Park, IL, and City of Industry, CA • Clinical and product support <p>Rental</p> <ul style="list-style-type: none"> • Easily submit rental orders, maintenance requests and keep track of compliance using One-track • Equipment rental fleet to help minimize capital expenses • Access to 70k+ pumps and ventilators from over 50different models with both short and long-term rental options • Customers can rent equipment while their devices are in for service, minimizing downtime and ensuring continuity of care • We work with OEM partners to provide equipment demos and education for customers <p>Service</p> <ul style="list-style-type: none"> • Preventative maintenance and repairs including warranty repairs and recalls • ISO-certified biomedical service centers, spread across the nation, staffed with teams of trained technicians • High quality assurance standards • ISO-certified locations and trained technicians nationwide ensure quick turnaround on preventive maintenance and repairs • Compliance & Documentation: All repair and service history is documented for compliance audits, supporting regulatory and accreditation requirements • Self-Service Portal: Customers have access to a self-service portal for real-time visibility into device location, maintenance status, and analytics • McKesson Biomedical Solutions™ offers an average 5-day turnaround time on preventative maintenance and an average 10-day turnaround on device repairs. Repair times may be extended if the device must be sent to the manufacturer. <p>Decommissioning</p> <ul style="list-style-type: none"> • We offer decommissioning support services which include removal from the customer facility and disposal to industry standards. <p>Technology</p> <ul style="list-style-type: none"> • Count on our in-depth information and analytics to help ensure your business remains compliant, while also helping you take your business to the next level.

<p>74</p>	<p>Describe how you tailor solutions to meet the specific needs of different user types—for example, through pre-assembled kits, customized labeling and packaging, or flexible logistics and delivery options.</p>	<p>McKesson Medical-Surgical Government Solutions offers specialized support teams dedicated solely to helping government entities address complex processes and unique needs. We offer customized delivery, logistics, kit assembly, packaging, and labelling solutions to meet customer needs.</p> <p>With nationwide distribution coverage from our network of 17 distribution centers strategically located to provide optimal service to customers in the continental United States, MMSGGS offers fast, reliable delivery solutions up to five days per week, Monday through Friday, in low unit of measure and bulk for standard products. MMSGGS's de-livery system makes use of company-operated vehicles, common carrier agreements, and overnight express shipments to provide a totally responsive delivery capability. This schedule means customers are able to requisition and receive products when they need them, staying within their supply budget while keeping vital products in stock.</p> <p>We offer reliable distribution that you can count on. Our extensive distribution network means we offer next-day delivery to 95% of US locations, with a track record of 99.95% order accuracy and +98% fill rate. Our private delivery fleet, ability to sequester inventory, and 4-month stocking cycle allow us to offer higher levels of choice and flexibility to meet your needs. We believe in the transparency and value you get, focusing on optimizing your total cost of ownership, while leveraging value-based partnerships to scale operations, enhance efficiencies, and drive sustainable savings for your membership.</p> <p>Benefits to Members:</p> <ul style="list-style-type: none"> • 50,000+ deliveries a day with 99.95% order accuracy. • One-day ground delivery to 95% of the US population residing within the continental United States and 100% within two days. • 98% Fill Rate. • Private fleet of 900+ delivery professionals. • Emergency order processing requests are accommodated whenever possible. • Expedited delivery available with additional freight charges based on factors such as number of boxes, weight, and ship-to location. <p>MMSGGS intends to offer services to all 50 States, the District of Columbia and U.S. Territories under a resulting contract if awarded.</p> <p>Distribution Center Locations:</p> <ul style="list-style-type: none"> • Seattle, WA • Roseville, CA • Los Angeles, CA • Perris, CA • Phoenix, AZ • Denver, CO • Kansas City, MO • Dallas, TX • Houston, TX • Chicago, IL • Atlanta, GA • Savannah, GA • Columbus, OH • Orlando, FL • Winchester, VA • Lehigh Valley, PA • Boston, MA <p>At this time, MMSGGS will serve as the single point of sale. MMSGGS, if awarded, and as opportunities arise, may work with Sourcewell to permit authorized distributors, dealers, or resellers.</p>
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Table 78: Depth and Breadth of Offered Solutions

Indicate below if the listed categories of Solutions are offered within your proposal. **Provide additional comments in the text box describing how your proposed solution(s) meet or exceed the category and/or sub-category.**

Line Item	Category or Type	Offered *	Comments *
75	Single-use and disposable medical supplies and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, included in our product portfolio of 300,000+ items
76	School and athletic health supplies	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, included in our product portfolio of 300,000+ items
77	Medical-grade equipment, diagnostic and treatment devices, and adaptive therapy-related tools	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, included in our product portfolio of 300,000+ items
78	Pharmaceuticals and controlled substances	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, included in our product portfolio of 300,000+ items
79	Emergency and disaster response supplies and kits	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, included in our product portfolio of 300,000+ items
80	Technology, hardware, and software designed for the delivery of solutions described in 75 - 79 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, our ordering technology platform provides solutions to support our customers and many of the products we distribute include these solutions either with the product or integrated into them.
81	Training, consultation, maintenance, kitting and custom packaging solutions, medical waste disposal, and other services related to the offering of solutions described in 75 - 80 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, we offer some of these services through businesses we partner with and/or suppliers whose products we distribute. We can also explore kitting and custom packaging solutions with customers on a case-by-case basis.

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Pricing](#) - Sourcewell Item Catalog 9.8.25.xlsx - Monday September 08, 2025 19:55:03
 - Financial Strength and Stability (optional)
 - [Marketing Plan/Samples](#) - MMSGs Marketing Samples.pdf - Monday September 08, 2025 10:20:00
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Standard Transaction Document Samples (optional)
 - [Requested Exceptions](#) - RFP_090925_Medical_Supply_Solutions_Master_Agreement REDLINED.docx - Monday September 08, 2025 10:20:18
 - Upload Additional Document (optional)

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to:
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Craig Malozzi, Director, Customer Programs - Government Solutions, McKesson Medical-Surgical Government Solutions LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

Yes No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum5_Medical_Supply_Solutions_RFP090925 Wed August 20 2025 04:04 PM	<input checked="" type="checkbox"/>	6
Addendum4_Medical_Supply_Solutions_RFP090925 Mon August 18 2025 12:58 PM	<input checked="" type="checkbox"/>	3
Addendum3_Medical_Supply_Solutions_RFP090925 Thu August 7 2025 10:01 AM	<input checked="" type="checkbox"/>	2
Addendum2_Medical_Supply_Solutions_RFP090925 Fri July 25 2025 03:38 PM	<input checked="" type="checkbox"/>	2
Addendum1_Medical_Supply_Solutions_RFP090925 Thu July 24 2025 10:09 AM	<input checked="" type="checkbox"/>	2