



**COMMENT AND REVIEW  
to the  
REQUEST FOR PROPOSAL (RFP) #090925  
Entitled**

**Medical Supply Solutions**

The following advertisement was placed July 22, 2025, on *Biddingo*, *Merx*, *The New York State Contract Reporter* [www.nyscr.ny.gov](http://www.nyscr.ny.gov), *PublicPurchase.com*, the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), and the Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, July 22 and July 29, 2025, in *USA Today*, July 23, 2025, in *Deseret News*, *Oregon's Daily Journal of Commerce*, *The Salt Lake Tribune*, and South Carolina's *The State*, and July 23 and July 30, 2025, in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Medical Supply Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 9, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.*

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

1435222 Alberta, Ltd.	Kit U Safe
17235224 Canada, Ltd.	Lakeshore Learning Materials
4Sight Labs, Inc.	Les Eaux Saint-Leger
8-KOI, INC.	LifeTec, Inc.
Able Medical	Lite Source, Inc.
Advanced Medical Pricing Solutions	Majestic Aerotech, Inc.
AG Marketing & Development Group, Inc.	Marcan Pharmaceuticals, Inc.
AlmsTravel, LLC	McKesson
Amazon.com Sales, Inc.	McKesson Canada Corporation
Ansell Canada, Inc.	MDM Access, LLC
Apex OmniSource, LLC	Medical Shipment, LLC
Ardent Technologies, Inc.	Medicaleshop, Inc.
ATMIS Protective Equipment	Medirex Systems, Inc.
Avalon Robotics, Inc.	Medline Canada, Corporation
AVCO ENTERPRISES	Medline Industries, Inc.
Bayshore Healthcare, Ltd.	Med-Tech Resources, LLC

Becton Dickinson Canada, Inc.	Mister Chemical, Ltd.
Bidr Technologies, Inc.	MOBILITY WORKS OF CALIFORNIA, LLC
Big Ben Medical Supplies	Montel, Inc.
BIOSPACE. INC.	MSS, Ltd
BlackGreyGold Solutions, LLC	Nova Medical Supply
Bluemark	Olive Branch Products and Packaging, Inc.
BOMImed, Inc.	Orise Distribution, LLC
BVH MARKETING, INC.	Penn Care, Inc.
ByteSpeed, LLC	Performance Health Supply, Inc.
Canadian Hospital Specialties Limited	Pocket Nurse Enterprises, Inc.
CapTech Ventures, Inc.	Polydamas
Cardinal Health, Inc., dba Rifton Equipment	Portage Bay Solutions
Circle of Professionals, Inc.	Possible Missions, Inc.
Claflin Service Company, dba CME	Prevail Consulting
Colonial Bag Corporation	Prime Health Solutions, Inc.
Community Products, LLC	Prime Vendor, Inc.
Com-Pac International, Inc.	Professional Innovative Solutions, LLC
Complete Purchasing Services	Professional Medical Corp.
Covidien Sales, LLC	PWXpress
CSAT Solutions, LP/USOC BioMedical, LLC	Quince Medical & Surgical, LLC
DAESUNG MAREF CO., LTD.	R.D.B. Enterprises II, LLC
Deborah Alston	Radion Laboratories, Ltd.
Deetken Enterprises, Inc.	ReMED Services
Deltek	Rhino Medical Supply, Inc.
DiaMedical USA Equipment, LLC	Robert Langham LLC
DIASTOLIC ROBOTICS INC	Sara Indepent Surplus
Divas Culture Limited Co.	Schaan Healthcare Products, Inc.
DNS Media Group, Inc.	School Health Corporation
Draeger Safety Canada, Ltd.	SCHOOL NURSE SUPPLY, INC.
Edelwise Med Supply	Shawsheen Rubber Co, Inc.
Enterprise Management Consulting, LLC	Silverts Adaptive Dressing Solutions
expedited Logistics, LLC	Sleep Rx, LLC dba Aura Healthcare
First Quality Products, LLC	smart medical solutions
Flagship Management, LLC	Smith + Nephew, Inc.
FLYOUT TRAVEL AGENCY, INC.	Southmedic, INC.
G&C Medical Technology, Inc., dba GC Medica Enterprise, Ltd.	State of New Jersey
Galawoods Events and Design, Inc.	Steven Cook
Genesis Disposables, LLC	Surgmed Group
Getinge USA Sales, LLC	SZY Holdings, LLC
Global Energy of the Carolinas	Tava Products, LLC
GlobalMed Holdings, LLC, dba GlobalMed	The McGhee Corporation
Gvydant, Inc.	The Tools Man, Inc.
Henry Schein, Inc.	Think AI consulting corporation
Hot Not Media	Titan Rx Care, LLC
Hygieia Indoors, LLC	Tri-Tech Forensics, Inc.
Imperial Glove & Safety, LLC	Unipak Corp.
Indelco Plastics Corporation	UTECH PRODUCTS.INC

Inmar RX Solutions, Inc.	Valuemed Professional Products, LTD.
Investissements Gest-E, inc.	Vexxia Solutions, Inc.
IQ Associates, LLC	VIVIT Supply
J&B Medical	W. L. Collins Corporation
jml medical, inc.	WDG Holdings, LLC, dba Nuvomed Pharma, LLC
JONAHS ENTERPRISES, INC.	White Horse Distribution, LLC
Julian Ceasar	Wrigglesworth Enterprises, Inc.
K2019285027 (SOUTH AFRICA)	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on September 9, 2025. Proposals were received from the following:

4Sight Labs, Inc.  
 Apex OmniSource LLC  
 Avalon Robotics, Inc.  
 Big Ben Medical Supplies  
 Cardinal Health, Inc., dba Rifton Equipment  
 Claflin Service Company, dba CME  
 Community Products, LLC  
 DiaMedical USA Equipment, LLC  
 G&C Medical Technology, Inc., dba GC Medica Enterprise, Ltd.  
 Genesis Disposables, LLC  
 GlobalMed Holdings, LLC, dba GlobalMed  
 Henry Schein, Inc.  
 Inmar RX Solutions, Inc.  
 jml medical, inc.  
 Kit U Safe  
 Les Eaux Saint-Leger  
 McKesson  
 Medline Industries, Inc.  
 MSS, Ltd  
 Nova Medical Supply  
 Portage Bay Solutions  
 Prime Health Solutions, Inc.  
 School Health Corporation  
 SCHOOL NURSE SUPPLY, INC.  
 Shawsheen Rubber Co, Inc.  
 WDG Holdings, LLC, dba Nuvomed Pharma, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Lisa Truax, CPPB, NIGP-CPP, Senior Procurement Analyst  
 Paul Dotson, MA, Procurement Analyst II  
 Jonathan Love, MA, Procurement Analyst II  
 Brittney Cotner, MBA, Procurement Analyst

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

Claflin Service Company dba CME, supplies a wide variety of medical-grade equipment, treatment devices, health products for schools and athletics, emergency and disaster response items, along with training and support services. The company operates through a direct sales model with dedicated in-house account managers, ensuring nationwide service across the United States. Claflin offers more than 2 million products from around 2,000 manufacturers, all at competitively discounted prices.

DiaMedical USA Equipment, LLC founded in 2009, represents over 500 manufacturers and serves as a single-source provider for simulation medical equipment and supplies. They maintain a nationwide salesforce as well as a network of distribution partners that ensure coverage for Sourcewell participating entities. As a value add, DiaMedical is offering a white glove service of support for Sourcewell participating entities. Competitive pricing as well as volume discounts are offered as a benefit to Sourcewell participating entities.

GlobalMed Holdings, LLC dba GlobalMed, provides a suite of virtual health and telehealth solutions that include proprietary software, medical-grade hardware, diagnostic peripherals, and associated implementation, training, and support services. GlobalMed operates as a manufacturer and service provider using a direct sales and service model providing nationwide coverage across the United States. GlobalMed's offer includes its vertically integrated, single-source model that combines FDA-cleared devices with its proprietary eNcounter® software platform. Pricing is competitive with volume discounts.

Henry Schein, Inc., sells and distributes over 300,000 medical supply and equipment products including laboratory, surgical, clinical, custom kitting, MicroMD® electronic health record and prescription management software, and training and simulation aids. Their manufacturer and distributor networks across the United States are supported by nationwide sales and support teams. Henry Schein's web-based and mobile ordering platforms offer round-the-clock availability. They offer competitive pricing with discounts.

McKesson supplies a wide variety of products, including medical, school, athletic, emergency, and disaster response items, as well as pharmaceuticals. They support these offerings with training and service resources. The company operates its own fleet, employs direct sales staff, and maintains an internal distribution network to reach customers throughout the United States. Additionally, McKesson provides online tools for ordering, reporting, tracking inventory, managing budgets, and more. The pricing offered is competitively discounted.

Medline Industries, Inc., founded in 1966, is a manufacturer and distributor of healthcare supplies in the United States, with over 1,100 prime vendor distribution partners. Medline is strategically positioned to provide flexible models that support healthcare supply chains. Their sales and service force can provide efficient coverage to all Sourcewell participating entities. Pricing offered is at an advantage for all participating entities.

MSS, Ltd distributes a broad range of medical, surgical, safety, and emergency preparedness supplies, including consumables, medical equipment, and non-controlled pharmaceuticals. MSS uses a direct sales model supported by internal staff and manufacturer-authorized service partners, providing coverage to all Canadian provinces and the ability to extend services to the United States through its distribution network. MSS is an Indigenous-owned medical goods wholesaler who returns 51% of net profits to Indigenous communities. Pricing is competitively structured with discounts off MSRP that include volume-based rebates.

School Health Corporation has been delivering medical solutions in the United States since 1957, with the ability to also serve entities in Canada. They distribute a wide catalog of over 35,000 products and services including first aid, medical and surgical care, physical and occupational therapy, rehabilitation, sports medicine, athletic training, physical education, school and early childhood, diagnostic and screening, infection control, and

emergency response/public safety. School Health provides comprehensive training on all products and solutions they sell. They offer competitive pricing as well as volume discounts.


School Nurse Supply, Inc., has been a distributor of medical supplies and equipment in the United States for over 25 years with nationwide sales and service teams. They supply products and solutions for first aid, emergency response, vision and hearing, disposables, OTC medications, feminine hygiene, early childhood care, vital statistics, and medical furniture. They offer free AED, vision, and hearing equipment training. School Nurse Supply has a punchout ordering system compatible with various procurement software platforms. Their pricing offers competitive discounts from MSRP.


For these reasons, the following awards of Sourcewell **Master Agreement #090925** are recommended:

Clafin Service Company	#090925-CLF
DiaMedical USA Equipment, LLC	#090925-DIA
GlobalMed Holdings, LLC	#090925-GLM
Henry Schein, Inc.	#090925-HENRY
McKesson	#090925-MML
Medline Industries, Inc.	#090925-MDL
MSS, Ltd	#090925-MSSL
School Health Corporation	#090925-SHC
School Nurse Supply, Inc.	#090925-SNS

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Lisa Truax, CPPB, NIGP-CPP, Senior Procurement Analyst

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Paul Dotson, MA, Procurement Analyst II

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Jonathan Love, MA, Procurement Analyst II

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Brittney Cotner, MBA, Procurement Analyst

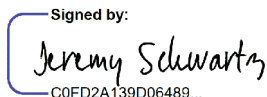
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Deputy Chief Procurement Officer and the accompanying support materials documenting the process followed for RFP 090925 Medical Supply Solutions.

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

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on **January 20, 2026**.

Signed by:  
  
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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer