



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #020723  
Entitled

**Laboratory and Science Equipment, Supplies, and Related Technology and Services**

The following advertisement was placed December 15, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Bidding, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, December 16, 2022 in Oregon's *Daily Journal of Commerce*, and on December 15 and December 22, 2022 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Laboratory and Science Equipment, Supplies, and Related Technology and Services 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than February 7, 2023, 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:

|                                    |  |
|------------------------------------|--|
| 2946-5440 QUEBEC, INC.             | Neta Scientific, Inc.                            |
| 2San, LLC                          | New Horizons Scientific Supply, Inc. DBA Westlab |
| 3C USA, LLC                        | Nikon Instruments, Inc.                          |
| Abbott Laboratories Co.            | NJBSoft, LLC                                     |
| Abbott Rapid Diagnostics, ULC      | Novatech Medical                                 |
| Across International, LLC          | OmniCare Group, Inc.                             |
| Agilent Technologies, Inc.         | PerkinElmer                                      |
| Allentown, LLC                     | Pitsco Education                                 |
| APEX SYSTEMS, LLC                  | Pocket Nurse Enterprises, Inc.                   |
| AUSTIN LOGISTICS, LLC              | Possible Missions, Inc.                          |
| Carolina Biological Supply Company | ProSource Scientific                             |
| Cedarlane                          | Pure Air Wellness, LLC                           |

|  |   |
|--|---|
| Cepheid Canada, ULC                      | PWXPress  |
| Cole-Parmer Instrument Company           | Quantum International Services, Ltd.                        |
| Controlled Environments, Limited         | RA LAB TECHNOLOGIES, INC.                                   |
| Diamed Lab Supplies                      | Raeyco Lab Equipment Systems Management, Ltd.               |
| Dominion Biologicals, Limited            | Ready2STEM, LLC   |
| Eppendorf North America                  | Riverdale Scientific, LLC                                   |
| ESBE Scientific                          | Roche Diagnostics, a Division of Hoffmann-La Roche, Limited |
| Essential Medical Supplies               | SARSTEDT, Inc.  |
| Field Forensics, Inc.                    | School Specialty, LLC                                       |
| Flinn Scientific, Inc.                   | Science Safety, Inc.  |
| FroggaBio Inc.                           | Shamrock Marketing Co., Inc.                                |
| GENEQ, Inc.                              | Siemens Healthcare, Ltd.                                    |
| Gordon Technical Sales and Service, Inc. | Storer Test Express   |
| Hauling Ace Dispatching, LLC             | Stryker Canada, ULC   |
| Henry Schein, Inc.                       | TekniScience, Inc.  |
| INTERBORO PACKAGING CORPORATION          | THE STEVENS COMPANY, LTD                                    |
| Kinetic Consulting Group, LLC            | Thermo Fisher Scientific                                    |
| Lakeshore Learning Materials             | Thomas Scientific Holdings, LLC                             |
| McKesson                                 | USA Scientific, Inc.  |
| Medical Solutions, Inc.                  | Vernier Software & Technology, LLC                          |
| MIDWEST SHOP SUPPLIES, INC.              | VWR International, LLC                                      |
| Nasco Education, LLC                     | Waters Technologies Corporation                             |

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on February 7, 2023 at 4:32:57 pm CT. Proposals were received from the following:

Across International, LLC  
 Carolina Biological Supply Company  
 Controlled Environments, Limited  
 Eppendorf North America  
 Flinn Scientific, Inc.  
 Neta Scientific, Inc.  
 Nikon Instruments, Inc.  
 NJBSoft, LLC  
 Possible Missions, Inc.  
 Science Safety, Inc.  
 Thomas Scientific Holdings, LLC  
 USA Scientific, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
 Carol Jackson, Procurement Analyst  
 Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst

Tom Sharbonno, Procurement Analyst

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

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

Across International, LLC offers a full line of laboratory equipment, supplies, and services. Their sales staff and distributors will work throughout the United States and Canada to serve Sourcewell participating entities. Across International, LLC is certified as a minority-owned and small business entity through the State of New Jersey. They are offering substantial discounts off list price.

Carolina Biological Supply Company provides a deep selection of laboratory equipment, supplies, curriculum, specimens, and kits. Their sales and service teams are ready to serve Sourcewell participating entities in the United States. Carolina Biological also offers multiple simulator options to include products covering bacterial transformation and virtual reality dissections. They are offering Sourcewell participating entities competitive pricing discounts.

Eppendorf North America manufactures an array of laboratory equipment, consumables, liquid handling instruments, cold storage, laboratory monitoring devices, and equipment validation and calibration services. Their sales staff is ready to serve Sourcewell participating entities throughout the United States and Canada. Eppendorf North America also incorporates sustainability into their products, such as their new BioBased tubes which are manufactured from 90% bioplastic. They are offering solid discounts to Sourcewell participating entities.

Neta Scientific, Inc. is a national distributor of life science equipment and supplies along with being a comprehensive lab services provider. Their sales team can serve Sourcewell participating entities in the United States. Neta Scientific, Inc. is also a certified minority and woman-owned small business. They are offering Sourcewell participating entities significant pricing discounts.

Possible Missions, Inc. is an authorized reseller for Fisher Products and offers their catalog laboratory and science equipment, supplies, and laboratory planning and design services. Their sales staff will work throughout the United States to serve Sourcewell participating entities. Possible Missions, Inc. is a certified as a woman and minority-owned small business. They are offering substantial pricing discounts.

Thomas Scientific Holdings, LLC offers a comprehensive catalog of capital laboratory equipment, consumables, laboratory furniture, and design and renovation services. Their sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. Thomas Scientific Holdings, LLC website, ThomasSci.com, offers many helpful resources including MSDSs, product literature, ordering guides, and contact information. They are offering solid pricing discounts in their proposal.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #020723 to:

|                                    |             |
|------------------------------------|-------------|
| Across International, LLC          | #020723-ASI |
| Carolina Biological Supply Company | #020723-CBS |
| Eppendorf North America            | #020723-EPP |
| Neta Scientific, Inc.              | #020723-NTA |

Possible Missions, Inc.  
Thomas Scientific Holdings, LLC

#020723-PSB  
#020723-TMS

The preceding recommendations were approved on March 16, 2023.

DocuSigned by:

*James Voelker*

15F6CCFFA61E4A0...

---

James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:

*Carol Jackson*

6EE63AEDED5F46E...

---

Carol Jackson, Procurement Analyst

DocuSigned by:

*Brandon Town*

7BCA93CD6377421...

---

Brandon Town, NIGP-CPP, CPSM, CPSD, Procurement Analyst

DocuSigned by:

*Tom Sharbonno*

D12CB58EFE9146E...

---

Tom Sharbonno, Procurement Analyst

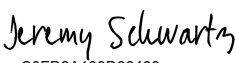
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #020723 for Laboratory and Science Equipment, Supplies, and Related Technology and Services**.

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

I hereby certify:

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

DocuSigned by:  
  
C0FD2A139D06489...

---

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