

Memorandum



DATE October 31, 2008

TO Dr. Elba Garcia, Chair
And Members of the Public Safety Committee

SUBJECT Cardiac & Pharmaceutical Injectable Drugs Master Agreement
(November 10, 2008 – Agenda Item #9)

The Dallas Fire-Rescue Department will utilize this thirty-six month master agreement to purchase cardiac and pharmaceutical injectable drugs (e.g. Adenosine, Narcan, Epinephrin, Cardizem, etc.) for 45 Dallas Fire-Rescue units. Each unit is staffed with two firefighter/paramedics that administer these drugs during medical emergency treatment and transport.

The Dallas Fire-Rescue EMS fleet consists of 32 front line units that operate 24 hours a day. There are eleven units that operate during peak hours (Sunday–Thursday, 12:00 noon - 10:00 pm, and Friday–Saturday, 12:00 noon - 3:00 am). There are four paramedic fire engine units that operate in outlying areas. In 2007, Dallas Fire-Rescue made 157,910 emergency runs.

All of the Dallas Fire-Rescue units respond to medical emergencies, major accidents and all other types of emergency medical calls in the Dallas area. The coverage area is 378 square miles and has a resident population of 1.3 million people.

This contract will be awarded to four (4) vendors based on low bid. GTL Supply Solutions, LLC - \$800,240.90 (local minority firm); Regimed Medical - \$179,945.80; Bound Tree Medical, LLC - \$139,246.50; and Ever Ready First Aid & Medical Supply - \$15,272.00 for a total contract amount not to exceed \$1,134,705.20. There are two new items on this master agreement and 17 out of 31 items have increased in pricing, 14 items decreased in pricing (see attachment). Previous price agreement was approved April 12, 2006, in the amount of \$1,001,924.00.

If you have any questions, please contact Assistant Chief Louie W. Bright, III of the Dallas Fire Rescue Department 214-670-1475.



Ryan S. Evans
First Assistant City Manager

Attachments

Cardiac & Injectable Drugs Pricing

Bid item	Description (Alpha Order)	QTY	Old pricing			Total	New Pricing			Bid Price	% dif.
11	Adenosine(adenocard)	700	34.50	34.50	34.50	72,450.00	29.50	30.68	31.91	64,463.00	-0.11
12	Albuterol Sulphate tube	9800	0.13	0.13	0.13	3,822.00	0.12	0.12	0.12	3,528.00	-0.08
1	Atrophine Sulphate	2000	1.57	1.59	1.59	9,500.00	2.35	2.44	2.54	14,660.00	0.54
13	Benadryl (minijet)	800	1.60	1.62	1.62	3,872.00	1.00	1.00	1.05	2,440.00	-0.37
13b	Bendadryl (vial)50mg	800					0.99	1.01	1.03	2,424.00	
13a	Bendryl (carpuject)	800	1.60	1.62	1.62	3,872.00	1.22	1.25	1.27	2,992.00	-0.23
2	Calcium Chloride	350	1.57	1.60	1.60	1,669.50	2.47	2.47	2.50	2,604.00	0.56
31	Carpject Holder (new)	6000					0.02	0.02	0.03	420.00	
22	Cordaron(Amidarone)	750	6.17	6.48	6.80	14,587.50	2.00	2.08	2.16	4,680.00	-0.68
3	Dextrose	3400	1.83	1.85	1.89	18,938.00	2.58	2.58	2.60	26,384.00	0.39
4	Dopamine	200	0.71	0.74	0.78	446.00	0.74	0.74	0.76	448.00	0.004
14	Epinephren 1:1000	825	0.37	0.39	0.41	965.25	1.18	1.18	1.20	2,937.00	2.04
5	Epinephrin 1:10,000	2300	1.59	1.60	1.60	11,017.00	2.10	2.21	2.33	15,272.00	0.39
20	Glucagon Emg Kit	1650	98.13	103.04	108.19	510,444.00	101.73	103.76	105.84	513,694.50	0.01
6	Glutose-insta tube	3400	3.25	3.35	3.55	34,510.00	3.28	3.35	3.42	34,170.00	-0.01
30	Hepatitis A Vacine	200	69.80	71.00	74.00	42,960.00	70.28	71.59	73.12	42,998.00	0.001
29	Hepatitis B Vacine	300	64.07	67.27	70.64	60,594.00	63.00	63.00	66.00	57,600.00	-0.05
28	Hepatitis combo a/b	300	99.80	104.00	109.00	93,840.00	100.11	102.16	104.15	91,926.00	-0.02
24	Ipratropium Bromide	5700	0.144	0.152	0.164	2,622.00	0.11	0.11	0.11	1,881.00	-0.28
7	Lasix	500	1.98	2.07	2.17	3,110.00	2.34	2.34	2.37	3,525.00	0.13
15	Levophed	225	6.57	6.90	7.24	4,659.75	6.34	6.34	6.40	4,293.00	-0.08
8	Lidocaine 2%	700	1.60	1.60	1.60	3,360.00	2.25	2.25	2.30	4,760.00	0.42
23	Lidocaine Premixed	250	4.75	4.98	5.23	3,740.00	5.05	5.05	5.10	3,800.00	0.02
9	Magnesium sulphate	300	0.41	0.43	0.46	390.00	0.59	0.60	0.61	540.00	0.38
26	MMR Measles 10/box	20	503.38	528.55	554.98	31,738.20	523.53	534.00	544.68	32,044.20	0.01
16	Narcan	1225	8.79	8.90	8.90	32,572.75	14.50	15.08	15.68	55,443.50	0.70
17	Nitrolingual spray	140	69.00	78.50	83.00	32,270.00	172.53	176.24	180.11	74,043.20	1.29
21	Promethazine(Phenegran)	480	1.10	1.13	1.17	1,632.00	1.61	1.61	1.65	2,337.60	0.43
10	Sodium Bicarbonate 7.5%	500	2.95	3.10	3.19	4,620.00	3.06	3.06	3.10	4,610.00	-0.002
18	Sterile Saline	560	0.31	0.34	0.36	565.60	0.31	0.31	0.35	543.20	-0.04
27	Tetanus(Adult)	30	22.87	24.01	25.21	2,162.70	15.40	15.40	16.00	1,404.00	-0.35
25	Tubersol	600	29.18	30.64	32.17	55,194.00	31.00	31.00	32.00	56,400.00	0.02
19	Valium/diazepam	800	2.20	2.40	2.50	5,680.00	2.25	2.25	2.30	5,440.00	-0.04

1,134,705.20

AGENDA INFORMATION SHEET
Draft Agenda Item Number 9

BMS REVIEW PENDING

FINAL APPROVAL PENDING

AGENDA DATE: November 10, 2008

COUNCIL DISTRICT(S): All

DEPARTMENT: Business Development & Procurement Services
Fire

CMO: Dave Cook, 670-7804
Ryan S. Evans, 670-3314

MAPSCO: N/A

SUBJECT

Authorize a thirty-six-month master agreement for cardiac and injectable drugs for Fire-Rescue units - GTL Supply Solutions, LLC in the amount of \$800,241, Regimed Medical in the amount of \$179,946, and Bound Tree Medical, LLC in the amount of \$139,247, lowest responsible bidders of three - Total not to exceed \$1,119,434 - Financing: Current Funds

Total amount: \$1,119,433.20 Revenue
Funding types: _____ CURRENT FUNDS - FIR

Further information on the use of current funds or Community Development grant funds:
FUND: 0001 ; DEPT: INV; UNIT: 2003; OBJ: 2998; AMOUNT: \$1,119,433.20

BACKGROUND

This master agreement will provide over 30 cardiac and pharmaceutical injectable drugs for 45 Dallas Fire-Rescue units. Each unit is staffed with two firefighter/paramedics that administer these drugs during a medical emergency transport. All of the Dallas Fire-Rescue units respond to medical emergencies, major accidents and all other types of emergency medical calls in the Dallas area. The coverage area is 378 square miles and has a resident population of 1.2 million people.

The Dallas Fire-Rescue units consist of 32 front line units that operate 24 hours a day. There are eleven units that operate during peak hours on week days and week ends. There are two paramedic fire engine units that operate in outlying areas. In 2007 the Dallas Fire-Rescue units made 157,910 emergency runs.

This solicitation was structured in a manner which required bidders to submit a response using unit pricing; this bid resulted in an 6.35% increase over the previous bid award in 2006.

BACKGROUND (Continued)

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services used its procurement system to send out 145 email bid notifications to vendors registered under respective commodities. To further increase competition, Business Development and Procurement Services uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the Business Development and Procurement Services' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On April 12, 2006, City Council authorized a thirty-six-month master agreement for cardiac and injectable drugs for Fire-Rescue units by Resolution #06-1061.

FISCAL INFORMATION

\$1,119,433.20 - Current Funds

M/WBE INFORMATION

- 21 - Vendors contacted
- 20 - No response
 - 1 - Response (Bid)
 - 0 - Response (No bid)
 - 1 - Successful

145 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardees have fulfilled the good faith requirements set forth in the Good Faith Effort Plan adopted by Council Resolution #84-3501 as amended.

ETHNIC COMPOSITION

GTL Supply Solutions, LLC

White Female	2	White Male	0
Black Female	2	Black Male	3
Hispanic Female	0	Hispanic Male	0
Other Female	0	Other Male	0

ETHNIC COMPOSITION (Continued)

Regimed Medical

White Female	1	White Male	1
Black Female	1	Black Male	1
Hispanic Female	0	Hispanic Male	0
Other Female	0	Other Male	0

Bound Tree Medical, LLC

White Female	62	White Male	72
Black Female	15	Black Male	9
Hispanic Female	2	Hispanic Male	8
Other Female	1	Other Male	5

BID INFORMATION

The following bids were received from solititation number BA0820 and opened on July 30, 2008. This master agreement is being awarded by line to the lowest responsive and responsible bidders.

*Denotes successful bidders

<u>Bidders</u>	<u>Address</u>	<u>Amount of Bid</u>
*GTL Supply Solutions, LLC	101C N. Greenville Ave. Suite 423 Dallas, TX 75002-4818	Multiple Lines
*Regimed Medical	106 Arabian Path St. Peters, MO 63376	Multiple Lines
*Bound Tree Medical, LLC	5200 Rings Rd. Suite A Dublin, OH 43017	Multiple Lines

OWNERS

GTL Supply Solutions, LLC

Terry Lacy-Little, President
Rosetta Bullock, Vice President

Regimed Medical

Reginald V. Maclin, President

Bound Tree Medical, LLC

Linden P. Joseph, President
Mark Dougherty, Treasurer

WHEREAS, on April 12, 2006, City Council authorized a thirty-six-month master agreement for cardiac and injectable drugs for Fire-Rescue units by Resolution #06-1061;

NOW, THEREFORE

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That a master agreement for the purchase of cardiac and injectable drugs for Fire-Rescue units is authorized with GTL Supply Solutions, LLC in the amount of \$800,260.90, Regimed Medical in the amount of \$179,945.80, and Bound Tree Medical, LLC in the amount of \$139,246.50 for a term of thirty-six months in a total amount not to exceed \$1,119,403.20.

Section 2. That the Purchasing Agent is authorized, upon appropriate request and documented need by a user department, to issue a purchase order for cardiac and injectable drugs for Fire-Rescue units. If a written contract is required or requested for any or all purchases of cardiac and injectable drugs for Fire-Rescue units under the master agreement instead of individual purchase orders, the City Manager is authorized to execute the contract upon approval as to form by the City Attorney.

Section 3. That the City Controller is authorized to disburse funds in an amount not to exceed \$1,119,433.20.

Section 4. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas and it is accordingly so resolved.

DISTRIBUTION:

Business Development and Procurement Services, 3FS
Fire

Memorandum



DATE October 31, 2008

TO Dr. Elba Garcia, Chair
And Members of the Public Safety Committee

SUBJECT Cleaning & Repair of Fire Fighting & Proximity PPE Master Agreement
(November 10, 2008 – Agenda Item #8)

The Dallas Fire-Rescue Department will utilize the services provided in this sixty-month contract to ensure compliance to National Fire Protection Association (NFPA) 1851, Standard on Selection, Care and Maintenance of Protective Ensembles for Structural Fire Fighting and Proximity Fire Fighting (2008 edition). This program includes the cleaning, advance inspection and repair services for structural fire fighting protective ensembles and the individual ensemble elements that include garments, helmets, gloves, footwear and interface components that are compliant with NFPA 1971 (Standard on Protective Ensembles for Structural Fire Fighting and Proximity Fire Fighting).

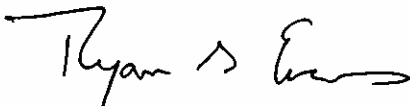
The request for this service is to help reduce the health and safety risks associated with improperly or poorly maintained Personal Protective Ensembles (PPE). It is also the intention of the fire department to extend the useful service life of said equipment through proper NFPA compliant maintenance.

The Texas Fire Commission inspects the firefighter's turnout gear to verify it is maintained to NFPA 1851 standard. Failure to comply could result in removing the member from service and/or fines.

New items that have been added to this contract are: Biohazard decon cleaning, Proximity (ARFF) cleaning, retrofit of the drag rescue device (DRD) and replacement of vented triple trim.

The contract vendor for this contract is Lion TotalCare, Inc. This service contract is for a term of sixty months in an amount not to exceed \$3,543,590.35.

If you have any questions, please contact Assistant Chief Louie W. Bright, III of the Fire-Rescue Department at 214-670-1475.



Ryan S. Evans
First Assistant City Manager

Attachment

AGENDA INFORMATION SHEET
Draft Agenda Item Number 8

BMS REVIEW PENDING

FINAL APPROVAL PENDING

AGENDA DATE: November 10, 2008

COUNCIL DISTRICT(S): All

DEPARTMENT: Business Development & Procurement Services
Fire

CMO: Dave Cook, 670-7804
Ryan S. Evans, 670-3314

MAPSCO: N/A

SUBJECT

Authorize a sixty-month service contract for cleaning and repair of fire-fighting and proximity personnel protection equipment - Lion TotalCare, Inc., only bidder - Not to exceed \$3,229,092 - Financing: Current Funds (subject to annual appropriations)

Total amount: \$3,229,092.00 Cost consideration to the City
Funding types: _____ CURRENT FUNDS - FIR

Further information on the use of current funds or Community Development grant funds:

Fund: 0001, Dept: DFD, Unit: 2012, Obj: 3020

BACKGROUND

The cleaning and repair of fire-fighting and proximity personnel protective equipment (PPE) is a specialized service. It is intended to provide the 1,650 fire fighters of the Dallas Fire-Rescue Department with a National Fire Protection Association (NFPA)1851, 2008 edition compliant program. This would include cleaning, inspection, and repair services for structural fire fighting protective ensembles and the individual ensemble elements that include:

- garments
- helmets
- gloves
- footwear
- interface components

This service contract will also provide a decontamination service for PPE that becomes contaminated with hazardous materials, such as:

- diesel fuel and gasoline
- hydraulic oil
- insecticides, pesticides

- asbestos, acids and hazardous chemicals
- biohazard
-

BACKGROUND (Continued)

This service will help reduce the health and safety risks associated with improperly or poorly maintained PPE. It is also the intention of the Fire department to extend the useful service life of said equipment through proper NFPA compliant maintenance.

The cleaning methods and cleaning chemicals must be in accordance with manufacturer and NFPA guidelines. Only cleaning chemicals that have been manufactured specifically for the cleaning of PPE. Cleaning chemicals shall be tested to verify that pH levels are appropriate for PPE and meet NFPA specifications.

This service contract is renewed every five years to comply with the changes of NFPA. In the previous solicitation for this service there were three bidders. Lion TotalCare, Inc. has purchased the assets of the two previous bidders. The metroplex and outlying cities are piggy-backing off of the City's contract for this service.

The specifications required the bidding of unit prices. This bid has a 29% increase over comparable unit prices for the bid awarded in 2002.

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 47 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On August 28, 2002, City Council authorized a sixty-month service contract for cleaning and repair of fire-fighting turnout gear by Resolution #02-2372.

FISCAL INFORMATION

\$3,229,092.00 - Current Funds (subject to annual appropriations)

M/WBE INFORMATION

6 - Vendors contacted
6 - No response
0 - Response (Bid)
0 - Response (No bid)
0 - Successful

47 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardee has fulfilled the good faith requirements set forth in the Good Faith Effort Plan adopted by Council Resolution #84-3501 as amended

ETHNIC COMPOSITION

Lion TotalCare, Inc.

White Female	10	White Male	14
Black Female	0	Black Male	5
Hispanic Female	33	Hispanic Male	6
Other Female	5	Other Male	0

BID INFORMATION

The following bid was received from solicitation number BR0812 and opened on February 27, 2008. This service contract is being awarded in its entirety to the only bidder.

*Denotes successful bidder

<u>Bidders</u>	<u>Address</u>	<u>Amount of Bid</u>
*Lion TotalCare, Inc.	6450 Poe Ave. Suite 300 Dayton, OH 45414	\$3,229,092.00

Note: Pursuant to Business Development and Procurement Services' (BDPS) request, the Auditor's office has reviewed the single bid item and submitted related documentation and has determined BDPS followed Administrative Directive 4-05 provisions for processing this single bid item and made reasonable efforts to increase bid participation. This proposed procurement meets the requirements for a single bid.

OWNER

Lion TotalCare, Inc.

Steven R. Allison, President
Stephen A. Schwartz, Vice President
Andrew Schwartz, Secretary
Brian Tuttle, Treasurer

WHEREAS, on February 27, 2002, City Council authorized a sixty-month service contract for cleaning and repair of fire-fighting and proximity personnel protection equipment by Resolution #02-2372;

NOW, THEREFORE,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That the City Manager is authorized to execute a service contract with Lion TotalCare, Inc. (024251) for cleaning and repair of fire-fighting and proximity personnel protection equipment for a term of sixty-months in an amount not to exceed \$3,229,092.00, upon approval as to form by the City Attorney. If the service was bid or proposed on an as needed, unit price basis for performance of specified tasks, payment to Lion TotalCare, Inc. shall be based only on the amount of the services directed to be performed by the City and properly performed by Lion TotalCare, Inc. under the contract.

Section 2. That the City Controller is authorized to disburse funds from the following appropriation in an amount not to exceed \$3,229,092.00 (subject to annual appropriations):

<u>FUND</u>	<u>DEPT</u>	<u>UNIT</u>	<u>OBJECT</u>	<u>AMOUNT</u>
0001	POM	1233	3210	\$3,229,092.00

Section 3. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas and it is accordingly so resolved.

DISTRIBUTION:

Business Development and Procurement Services
Fire