

**CITY OF EL PASO, TEXAS
REQUEST FOR COUNCIL ACTION (RCA)**

DEPARTMENT: PUBLIC HEALTH DEPARTMENT

AGENDA DATE: SEPTEMBER 15, 2009

CONTACT PERSON/PHONE: BERTHA AMAYA, 771-5855
TERRENCE FREIBURG, PURCHASING MANAGER: 541-4313

DISTRICT(S) AFFECTED: All

SUBJECT: APPROVE a resolution / ordinance / lease to do what? OR AUTHORIZE the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.

Award all items of contract 2009-273 Hemoglobin Microcuvettes and Analyzers to Stanbio Laboratory. Estimated annual expenditures are \$90,000.00.

BACKGROUND / DISCUSSION: Discussion of the what, why, where, when, and how, to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

The HemoPoint H2 system is used for determination of Hemoglobin or Hematocrit concentration of human blood to determine iron level as required by United States Department of Agriculture for an anthropometric/clinical assessment. This is one of the tests that determines the nutritional need of approximately 120,000 potential eligibles for WIC services. The equipment will reduce the time spend on this clinical process. Furthermore, this test is used to make appropriate medical referrals when the iron level is below standards.

Stanbio Laboratory was the sole bidder. Additionally, the samples submitted by Stanbio Laboratory were tested by Public Health Department employees and found to be a qualified product meeting specifications.

PRIOR COUNCIL ACTION: Has the Council previously considered this item or a closely related one?

No.

AMOUNT AND SOURCE OF FUNDING: How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

Total Cost \$270,000.00 for 3 years
Department Code: 41150011
Account No.: 503112
Fund Code: 06341
Grant No. : G4109AD

*****REQUIRED AUTHORIZATION*****

LEGAL: (if required) _____ **FINANCE:** (if required) _____

DEPARTMENT HEAD: _____

(Example: if RCA is initiated by Purchasing, client department should sign also)
Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA:

CITY MANAGER: _____ **DATE:** _____

PROJECT FORM

DATE: September 2, 2009

PROJECT: Hemoglobin Microcuvettes and Analyzers
SOLICITATION NO: 2009-273
DEPARTMENT: Health
BUDGET NO: 41150011-503112-06341-G4109AD
FUNDING SOURCE: Clinical/Medical Supplies
REPRESENTATIVE DISTRICT(S): All

RECOMMENDATION: Vendor: Stanbio Laboratory
Boerne, Texas
Item: All
Amount: \$90,000.00 estimated annual expenditures

The Health and Financial Services Departments recommend award to the sole Bidder as indicated.

This is a thirty-six (36) month requirements type contract for Hemoglobin Microcuvettes and Analyzers. Vendor offers the City the option to extend the term of the contract at the same unit price for an additional two (2) year period if the option is exercised prior to the expiration of the original term of the contract. No prompt payment discount is offered.

The cost under this requirements contract is only an estimated minimum value. The actual cost of this contract may be higher or lower than the total estimated minimum value and will be the sum total at the end of the contract term, so long as increased funds are appropriated in the budget.

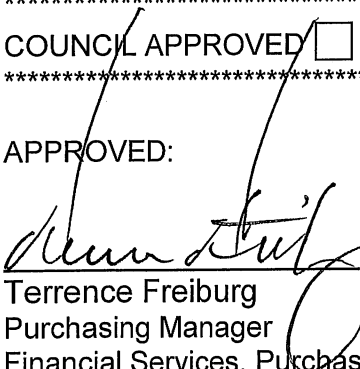
BIDS SOLICITED- 4 (0 local)
BIDS RECEIVED- 1
"NO BID" RECEIVED 1

TOTAL RECOMMENDED AWARD: \$270,000.00
Estimated Total 3 yr Expenditures

COUNCIL APPROVED ☒ REJECTED ☐ MUNICIPAL CLERK _____

APPROVED:

COUNCIL MEETING DATE: September 15, 2009


Terrence Freiburg
Purchasing Manager
Financial Services, Purchasing Division

cc: Bid File

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SERVICE SOLUTIONS SUCCESS



RE: 2009-273 Hemoglobin Microcuvettes and Analyzers, Sole Bidder Explanation Memo

There were four potential bidders as identified by a 2007 Tarrant County bid, Candy Guevara of the Department of Health, and research performed by the administrative analyst in charge of the solicitation: Stanbio Laboratory, HemoCue, Inc., Moore Medical, and D&H Wholesale Medical, Inc. All potential bidders were sent official notices of advertisement of the solicitation.

The only response received was from Stanbio Laboratory, one of the leading manufacturers of hemoglobin systems. A no-bid was received prior to opening by Moore Medical along with a statement that the company was not interested in bidding on the solicitation. HemoCue, Inc. and D&H Wholesale Medical, Inc., the remaining two potential bidders, were contacted by the administrative analyst after bid opening. Betty Paisely, contract administrator for HemoCue, Inc., said that she never received word of the solicitation, although she confirmed that the address the bid notice was mailed to was correct. Sheryl, the purchasing agent for D&H Wholesale Medical, Inc., confirmed that her company declined to bid because the manufacturer (Stanbio) has been consistently underbidding their distributors on municipal contracts and it was not worth pursuing for that reason.

Edward Hyatt
Administrative Analyst, Purchasing
(915) 541-4315 HyattEC@elpasotexas.gov

cc: Bid File

Mayor
John F. Cook

City Council

District 1
Ann Morgan Lilly

District 2
Susie Byrd

District 3
Emma Acosta

District 4
Carl L. Robinson

District 5
Rachel Quintana

District 6
Eddie Holguin Jr.

District 7
Steve Ortega

District 8
Beto O'Rourke

City Manager
Joyce A. Wilson

FINANCIAL SERVICES DEPARTMENT, PURCHASING DIVISION

2 CIVIC CENTER PLAZA, 7TH FLOOR, EL PASO, TX 79901 MAIN: 915-541-4308 FAX: 915-541-4347 www.elpasotexas.gov

CITY OF EL PASO BID TABULATION

BID ITEM: HEMOGLOBIN MICROCUVETTES AND ANALYZERS

BID DATE: AUGUST 26, 2009

BID # 2009-273

DEPARTMENT: HEALTH

			STANBIO LABORATORY			
ITEM	EST. QTY	DESCRIPTION	PRICE			
1.	600 BOXES (200 UNITS PER BOX)	HEMOGLOBIN MICROCUVETTE 120,000 INDIVIDUAL UNITS (ANNUALLY)	\$150.00 PER BOX			
		NOTE: IF NOT BIDDING 200 UNITS PER BOX, PLEASE SPECIFY THE NUMBER OF INDIVIDUAL UNITS PER BOX	NO RESPONSE (NUMBER OF UNITS PER BOX)			
2.	37 UNITS (INITIAL ONE TIME PURCHASE)	HEMOGLOBIN ANALYZER (WITH CONTROL)	\$0.00 / EACH			
3.	5 UNITS (INITIAL, ONE TIME PURCHASE)	CARRYING CASE	\$0.00 / EACH			
4.	1 DAY OF 2, INDIVIDUAL 4-HOUR SESSIONS	TRAINING COSTS (INCLUDE ANY TRANSPORTATION COSTS, ACCOMMODATION COSTS, ETC.) ← (INITIAL, ONE-TIME PURCHASE)	\$0.00 / TOTAL			

APPROVED BY: Edward Hyatt

DATE: 8/26/09

2009-273 HEMOGLOBIN MICROCUVETTES AND ANALYZERS - HEALTH

CITY OF EL PASO BID TABULATION

BID ITEM: HEMOGLOBIN MICROCUVETTES AND ANALYZERS
 BID DATE: AUGUST 26, 2009

BID # 2009-273
 DEPARTMENT: HEALTH

			STANBIO LABORATORY			
QTY. ITEM	UNIT OF MEASURE	DESCRIPTION	PRICE			
01.	EACH	THERMAL PRINTER	\$321.50 / EACH			
02.	SET	THERMAL PRINTER PAPER	\$32.50 / SET			
		SPECIFY NUMBER OF ROLLS OF PAPER PER SET	5 ROLLS			
03.	EACH	OPTIC CLEANER	\$26.50 / EACH			
04.	EACH	ADDITIONAL HEMOGLOBIN ANALYZER (WITH CONTROL)	\$500.00 / EACH			
05.	EACH	ADDITIONAL HEMOGLOBIN CONTROL	\$46.00 / EACH			

APPROVED BY:

Edward Hyatt

DATE:

8/26/09

2009-273 HEMOGLOBIN MICROCUVETTES AND ANALYZERS - HEALTH

CITY OF EL PASO BID TABULATION

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BID # 2009-273

DEPARTMENT: HEALTH

	STANBIO LABORATORY			
<p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND TERM OF THE AGREEMENT BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:</p> <p>ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.</p> <p>TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICES, IF THE OPTION IS EXERCISED PRIOR TO EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.</p> <p>NO OPTION OFFERED</p>	<input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/>			
<p>MENT TERMS:</p> <p>BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:</p> <p>BIDDER'S PROMISED DELIVERY: Within _____ consecutive calendar days.</p>	<p>NET - 30 DAYS</p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>14 DAYS</p>			
<p>IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.</p>				
<p>BIDS SOLICITED: 4</p>		<p>BIDS RECEIVED: 1</p>		<p>BIDS LOCAL: 0</p>
				<p>NO BIDS: 1</p>

APPROVED BY:

Edward Hyatt

DATE:

8/26/09

2009-273 HEMOGLOBIN MICROCUVETTES AND ANALYZERS - HEALTH

Stanbio Laboratory
1261 N. Main St.
Boerne, TX 78006

HemoCue, Inc.
40 Empire Dr.
Lake Forest, CA 92630

D&H Wholesale Medical, Inc.
PO Box 40, 609 Willow Glen Drive
Ruston, LA 71270

Moore Medical
1690 New Britain Avenue
PO Box 4066
Farmington, CT 06032-4066

No Bid