



CITY MANAGER'S REPORT TO MAYOR AND COUNCIL

DATE: 01/26/2026

DEPT: FIRE DEPARTMENT

RE: AWARD OF BID FOR EMERGENCY MEDICAL SUPPLIES AND EQUIPMENT

ADMINISTRATIVE SUMMARY

- Request for proposals were advertised, available on the MITN e-procurement system and opened on November 25, 2025, by the City of Farmington Hills on behalf of the **Southeast Michigan Emergency Medical Supplies Cooperative (SMEMS)** with extensions to the MITN Purchasing Cooperative. Notification of solicitation was sent to over three hundred (300) vendors (including one-hundred seventeen 117 vendors that hold the classification of minority owned, woman owned, veteran owned, disabled, disadvantaged or service disabled), with eight (8) responding. Over 300 SMEMS members are represented in this solicitation, including entities such as Farmington Hills, Birmingham, Bloomfield Township, St. Clair Shores, Sterling Heights, Royal Oak, Southfield, Waterford Township, and West Bloomfield Township. The estimated combined local annual purchase volume is approximately \$3 million.
- The specifications called for volume discount pricing on highly used emergency medical products including incident expendable supplies as well as training supplies and equipment. These items were determined by the SMEMS to be the most often ordered and made up approximately 60% of their medical supplies budget. Also requested as part of the specification was a contracted additional discount off the published list price for full-line categories such as diagnostic, immobilization, extrication and disaster preparedness equipment. The final pricing required fixed additional discount off any remaining items in their catalog.
- A committee comprised of City staff and SMEMS members reviewed and evaluated all proposals and conducted interviews with the shortlisted firms—Bound Tree Medical, Henry Schein, Inc., and Life-Assist Inc. The committee recommends awarding the contract to Bound Tree Medical. Their fee schedule remains highly competitive, and as the current contract holder, they continue to demonstrate extensive knowledge and a strong commitment to emergency medicine. Bound Tree Medical employs clinicians who assist agencies with training on new products and techniques, offers a streamlined ordering process, maintains a user-friendly



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website, and continue to have excellent references. City staff and SMEMS members are confident that Bound Tree Medical is the most qualified and cost-effective provider of these vital supplies and equipment.

- Funding for these products is budgeted and available in the Fire Department supply account. The City of Farmington Hills estimated annual expenditure under this contract is \$80,000.

EVALUATION POINT TABULATION -(FULL EVALUATION ATTACHED)

Name	City/State	Written & Priced Response Point Award	Interview Point Award	Total Point Award
Bound Tree Medical	Dublin, OH	84	52	136
Dash Medical Gloves	Franklin, WI	70	N/A	70
Edelwise Med Supplies	Woodbridge Township, NJ	41	N/A	41
Henry Schein	Melville, NY	82	45.5	127.5
J & B Medical Supply	Wixom, MI	66	N/A	66
Life-Assist Inc.	Rancho Cordova, CA	73	49.5	122.5
McKesson Medical-Surgical Government Solutions	Henrico, VA	74	N/A	74
Penn Care	Niles, OH	67	N/A	67



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RECOMMENDATION

In view of the above, it is recommended that City Council authorize the (Acting) City Manager to sign a contract with Bound Tree Medical and issue budgeted purchase orders for a two (2) year term for emergency medical supplies and equipment and for four (4) additional one (1) year terms under the same terms and conditions upon mutual consent of the City and vendor.

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Prepared by:	Michelle Aranowski, Director of Central Services
Reviewed by:	Jason Olszewski, Deputy Fire Chief
Reviewed by:	Jon Unruh, Fire Chief
Approved by:	Karen Mondora, Acting City Manager

Concern =Minus 5 points
Recommend for Award

Company	City/State	Short History Vendor Information, Continuity Plan & Exceptions to agreement	Discount Proposal	Products Specified	Proposal Eval	Interview	Total Points
Bound Tree Medical NOTES & EXCEPTIONS	Dublin, OH	30 Included. Established in 1978. Became part of holding company in 2008 when Bound Tree Medical and Tri-anim Health Services became subsidiaries of Sarnova, Inc. Acquired Concordance Healthcare Solutions in 2019 and integrated Emergency Medical Products in 2024. Approx. 300 employees (3 local). William Waite would be our representative and has been for the last 6 years. References include City of Columbus Division of Fire, Priority Ambulance and Baltimore City Fire Department. 5 distribution center located nationwide. Primary warehouse would be Greenwood, IN and secondary would be Elizabethtown, PA. Generally orders received and processed before 2 p.m. local are shipped the same day. Dedicated order processing team & real-time pricing and stock availability 24/7. Order via phone, email or via the internet. Items are deemed obsolete when there has been no movement for 2 years. Once an item's sales have begun to decrease the buyer may reach out to vendor for a return. If fees are assessed Sarnova will absorb shipping & restocking fees. Additional savings with UCAPIT (Controlled Access Vending Machine) and Operative IQ software. 5 free CE accredited courses at www.BoundTreeUniversity.com. Disaster support hotline. Once notified of an incident Bound Tree can ship from all over the country in order to get needed supplies. Noted on Table of Contents information regarding sample agreement but did not include. Included COOP plan. They will extend to MITN.	30 Highest % of discount. (40%) Tied for highest	24 65% of the product listed are as specified. 35% of the items are alternate curalex brands from current use items. 1 no bid.	84	52	136
Dash Medical Gloves NOTES & EXCEPTIONS	Franklin, WI	30 Over 35 years experience. Gloves only. Noel Clausen would be our representative; 20 years experience, 1 year with Dash. References include Franklin Fire Department, New Berlin Fire Department and Lombard Fire Department (no local presence). 35 full time staff. Warehouse and/or store front location is in Franklin, WI. Orders can be placed on line, call, text or email. Free shipping. They manufacture and sell direct. They will not extend to the MITN group.	30 Highest % of discount (gloves only) (40% off) Tied for highest	10 100% of the gloves are alternate brand.	70	0	70
Edelweiss Med Supplies NOTES & EXCEPTIONS	Woodbridge Township, NJ	20 3 years experience. Syed Navish will be our representative. References include Galveston County Health District, Willow Point Nursing and rehab and Atlantic County Government. 5 full time and 3 part time employees. Warehouse and/or store front location in Edison, NJ. Orders may be placed by phone, email or mailing a PO to the administrative office. 95% in stock levels at all times. 2-5 business days for delivery. They do provide a rebate program based on annual aggregate contract spend. They will extend to MITN.	0 Lowest % of discount (10%) Tied for last place	21 50% of the product listed are as specified. 50% of the items are alternate brands from current use items. A few "No-Bids."	41	0	41
Henry Schein NOTES & EXCEPTIONS	Melville, NY	30 94 years experience in this work. (6 years ago they said they have 37 years experience in the EMS marketplace) Jennifer Rolls will be our account representative along with Pam Baron. Over 19,000 employees - In Southeast Michigan they have 115 part time. References include several fire departments located throughout the country; no Michigan references. 25. Closset US Distribution center is in Indianapolis, IN. Orders can be placed by phone, fax, email, on-line or with an phone app. Items are shipped same day but will take 5-10 business days to arrive. Real-time order tracking. Orders can be placed 24 hours per day. They do have a COOP plan. They will extend to MITN.	25 Second highest % discount (34%) (Second place)	27 75% of the product listed are as specified. 25% of the items are alternate brands from current use items. A few "No-Bids."	82	45.5	127.5
J & B Medical Supply NOTES & EXCEPTIONS	Wixom, MI	35 Established 1996. James Waak, Sales Manager and Holly Banos Territory Manager will be our representatives. 467 full-time & 29 part-time employees, 269 in SE MI. References include City of Detroit Fire/EMS, Bloomfield Township Fire and Redford Twp. Fire. Warehouse located in Wixom, MI (only one warehouse, no redundancy). Orders can be placed by Phone, Fax or via the website. The Co-op group pricing is displayed as part of our own specific catalog. They offer buy back or credit on obsolete items if a member chooses with a restocking fee within 30 days. All orders received prior to 3:00 p.m. E.S.T. will be shipped out the same day or next. Will stock core items and non-core items purchased on a regular basis. Have Oracle Cloud Fusion to monitor product life cycle. Active Discontinue or Inactive. Quarterly reviews for keeping the core list up to date. On-site training on all equipment & supplies offered. J & B offers a SME/MS Grant program up to \$50,000 Comprehensive COOP plan. J & B will perform free training on all equipment & supplies offered. J & B offers a SME/MS Grant program up to \$50,000 (see response). They took zero exceptions to the proposed agreement. They will extend to MITN.	10 Second lowest % discount. (15%) Fifth place	21 50% of the product listed are as specified. 50% of the items are alternate brands from current use items. A few "No-Bids."	66	0	66
Life-Assist Inc.	Rancho Cordova, CA	35	20	18	73	49.5	122.5

NOTES & EXCEPTIONS		<p>48 years experience. Bob Otter would be our representative just hired in October 2025. <i>References include New Orleans Ems, Kansas City Fire and community Fire Protection District. (no local presence)</i> 131 full time employees and 1 part time. 2 warehouses located in Rancho Cordova, CA and Lenexa, Kansas with 90,000 sq. foot of combined warehouse space. A new warehouse is Charlotte is up and coming. Orders can be placed online, phone, email or through integrated platforms such as PSTrax and Operative IQ. Orders placed before 4PM PST will ship the same day. Rebates are offered with annual term spend (refer to response for details) They also offer on site training. 15% off capital & training equipment and operations. They will extend to the MITN.</p>	Third highest % discount (31%) Third place	25% of the product listed are as specified. 75% of the items are alternate brands from current use items. - Several "No-Bids."		
<p>McKesson Medical-Surgical Government Solutions NOTES & EXCEPTIONS</p>	Henrico, VA	<p>35 Included. Started in 1969. Rob Thomas will be our representative, 21 years experience. <i>References include City of Santa Barbara FD, Sterling CO FD and AZ Fire and Medical Authority (no local presence).</i> Warehouse is located in Columbus, OH. Orders are placed on line through Supply Manager. Deliveries occur within 1-3 day and non stock items 2-4 weeks. Order received before 1:00 p.m. local time will be shipped the same day. They will extend to MITN.</p>	15 Fourth highest % discount (30%) Forth place	24 60% of the product listed are as specified. 40% of the items are alternate brands from current use items. - Several "No-Bids."	74	74
<p>Penn Care NOTES & EXCEPTIONS</p>	Niles, OH	<p>30 38 years experience. Michael Vliaku will be our representative and Tyler Keeley is the Sales Manager. 45 full time and 10 part time. <i>References include City of Pittsburgh EMS, Louisville Metro EMS and Niagara County Emergency Services.</i> Warehouse is located in Niles, OH, 10,000 ft. warehouse. Orders and be placed on line or via email. Free shipping <i>but they did not indicate turnaround time.</i> Will extend to the MITN.</p>	10 Lowest % of discount (10%) Tied for last place	27 75% of the product listed are as specified. 25% of the items are alternate brands from current use items. A few "No-Bids."	67	67

CITY OF FARMINGTON HILLS

RFP-FH-25-26-2525

Emergency Medical Supplies

MLP Discount Tabulation

Category	BOUNDTREE	DASH MEDICAL GLOVES	EDELWISE MED SUPPLIES	HENRY SCHEIN	J & B	Life-Assist Inc.	McKesson Medical-Surgical Government	Penn
Bandages & Dressings Adhesive Bandages, Gauze Products, Self Adhesive, Elastic Bandages, Surgical Type dressings, Heat packs & Emergency Obstetric Supplies	40% full list in response	No Bid	10% McKesson, Dynarex, Medline, Hartmann, Medline	34.0% Off Current List Price- See Website.	15% Pro Advantage, Covidien, Dynarex, J&J, Microdot, Zmedica, Etc. *All Manufacturers	31% Life-Assist Inc., Life-Assist.com	30% Refer to MMSGS attached catalog for list of manufacturers	10% MedSource Int., Dukal, NAR, Dynarex, Covidien
Infection Control Latex Gloves, Latex Free Gloves, Glove Accessories, Respirators & Facemasks, Respirator Fit Test Kits, Protective Eyewear, Ear Plugs, Antimicrobial Hand Wipes, Hand Soaps, Sanitizers & Lotions, Sharps Safety Under pads, Surface Disinfectants, High-Level Disinfectants, Personal Protection, Biohazard Spill Kits & Supplies and Biohazard Waste Bags	40% full list in response	40% Dash Medical Gloves	10% McKesson, Dynarex, Medline, Kimberly-Clark, Crosstex, Dukal	34.0% Off Current List Price- See Website.	15% Ansell, Halyard, Innovative Health Care, American Nitrite, BD, Biomedical, Etc. *All Manufacturers	31% Life-Assist Inc., Life-Assist.com	30% Refer to MMSGS attached catalog for list of manufacturers	10% IHC, Halyard, Microflex, Cardinal Health, Ecolabs
IV & Pharmaceuticals Needle-Free Solution Sets, Needle-Free Extension Sets, Needle-Free IV Sets, Specialty IV Systems, Standard IV Sets, IV Accessories, IV Preparation, IV Dressings, IV Catheters, Needles & Syringes, Blood Collection, Solutions, Irrigation, Emergency Medications and Bone Injection Guns	37% full list in response	No Bid	10% McKesson, B. Braun, Baxter, Medline, Dynarex, BD	34.0% Off Current List Price- See Website. Excludes vaccines and COVID test	15% Medsource, BD, Braun, Excel, Persys Medical, Etc. *All Manufacturers	31% Life-Assist Inc., Life-Assist.com	30% Refer to MMSGS attached catalog for list of manufacturers	10% B Braun, Becton Dickinson, Medsource Int., Excel
Diagnostic Equipment Pulse Oximeter, Blood Pressure Cuffs, Stethoscopes, Thermometers, Penlights, EKG Electrodes, Defib Supplies, Magill Forceps & Flashlights	35% full list in response	No Bid	10% McKesson, American Diagnostic Corp (ADC), Dynarex, Medline	34.0% Off Current List Price- See Website.	15% Drive Medical, MedSource, ADC, Ambu, Covidien, ConMed, Leonard, Lang, Medtronic, Etc. *All Manufacturers	31% Life-Assist Inc., Life-Assist.com	30% Refer to MMSGS attached catalog for list of manufacturers	10% Medsource Int., Ambu, Vermed, Zoll, Kendall, Physio Control
Immobilization & Extrication Backboards, Backboard straps, Cervical Collars, Head Immobilizers, Mast Pants, Traction splints, Disposable and reusable Splints, Basket stretchers & Scoop Stretchers	40% full list in response	No Bid	10% MedSource, North American Rescue (NAR), Dynarex, FERNO (if allowed), Hartwell	34.0% Off Current List Price- See Website.	15% Dick Medical, Allied Healthcare, Sam Medical, Ferno, Graham Medical, Etc. *All Manufacturers	31% Life-Assist Inc., Life-Assist.com. Excludes capital & training equipment	30% Refer to MMSGS attached catalog for list of manufacturers	10% Laertal, Medsource Int., Ambu
Patient Transport Equipment Cot Accessories, patient Restraints, Cot Blankets, Cot Sheets, Stair Chairs, soft stretchers, clipboards, triage vests & triage supplies	30% full list in response	No Bid	10% MedSource, Dynarex, Medline, NAR, FERNO accessories	34.0% Off Current List Price- See Website.	15% Medsource, Ferno, Stryker, Avaton Papers, Graham Medical, Taylor Healthcare, DisasterManagement Supplies, Etc. *All Manufacturers	15% Life-Assist Inc., Life-Assist.com	30% Refer to MMSGS attached catalog for list of manufacturers	10% Taylor Health Care, Medline, Graham Medical, Medsource Int.

<p>Equipment Bags & Cases i.e. Oxygen bags, stocked oxygen kits, trauma bags, airway bags, ALS bags, drug bags & boxes, first call in bags, rescue packs, fanny packs & rescue bags</p>	<p>35% full list in response</p>	<p>No Bid</p>	<p>10% MedSource, StatPacks (if applicable), Dynarex, Meret</p>	<p>34.0% Off Current List Price- See Website.</p>	<p>15% Iron Duck, Meret, Allied, Stat Packs, Medsource, Polcam, Etc. *All Manufacturers</p>	<p>31% Life-Assist Inc., Life-Assist.com</p>	<p>30% Refer to MMSGGS attached catalog for list of manufacturers</p>	<p>10% Statpaks, Meret, Iron Duck, PAX, Conterra</p>
<p>Medical Education & Training AED trainers, CPR mannikins, intubation trainers, Defib mannikins, EKG simulators, IV training arms, ALS training mannikins, Choking Manikins & Rescue Randy</p>	<p>32% full list in response</p>	<p>No Bid</p>	<p>10% Laerdal, PRESTAN, Dynarex, MedSource</p>	<p>34.0% Off Current List Price- See Website.</p>	<p>15% Nasco/Simulaid, Ambu, Etc. *All Manufacturers</p>	<p>31% Life-Assist Inc., Life-Assist.com</p>	<p>30% Refer to MMSGGS attached catalog for list of manufacturers</p>	<p>10% Simulaid, Nasco, Laerdal</p>
<p>Airway Management Endotracheal Tubes, Stylettes, Endotracheal Tube, Holders, Oral Airways, Nasal Airways, Difficult Airways Double Lumen Airways, Laryngeal Masks, Airway Detectors, Airway Accessories, Laryngoscope, Blades, Hand Powered Suction Units, Suction Catheters, Suction Canisters, Disposable Suction Supplies and Specialized Tubing</p>	<p>37% full list in response</p>	<p>No Bid</p>	<p>10% McKesson, MedSource, Dynarex, Teleflex, Mercury Medical</p>	<p>34.0% Off Current List Price- See Website.</p>	<p>15% Ambu, Medsource, Laerdal, i-Gel, AirLife, SunMed, Covidien, Etc. *All Manufacturers</p>	<p>31% Life-Assist Inc., Life-Assist.com</p>	<p>30% Refer to MMSGGS attached catalog for list of manufacturers</p>	<p>10% Intersurgical, AirLife, Infinitum Medical, UE Medical Devices, Ambu</p>
<p>Breathing & Respiratory Equip. Disposable Resuscitators (BVM's), CPR First Response Supplies, Valves / Adapters, Connectors, Regulators, Flowmeters, Oxygen Cylinders, Oxygen, Delivery Supplies, Nebulizers and CPAP Ventilation</p>	<p>35% full list in response</p>	<p>No Bid</p>	<p>10% Ambu, MedSource, Dynarex, Teleflex, Mercury Medical</p>	<p>34.0% Off Current List Price- See Website.</p>	<p>15% Ambu, Laerdal, FloTec, Allied, Meret, Mercury Medical, Etc. *All Manufacturers</p>	<p>31% Life-Assist Inc., Life-Assist.com</p>	<p>30% Refer to MMSGGS attached catalog for list of manufacturers</p>	<p>10% Ambu, Mercury Medical, Medsource Int, Pulmodyne</p>
<p>Disaster Preparedness Coveralls, ear protection, fit test kits, gloves, head protection, oxygen manifolds, respiration masks & hoods, traffic control & triage</p>	<p>37% full list in response</p>	<p>No Bid</p>	<p>10% Dynarex, MedSource, NAR, Medline</p>	<p>34.0% Off Current List Price- See Website.</p>	<p>15% Floatec, Disaster Mgt. Supplies, Etc. *All Manufacturers</p>	<p>31% Life-Assist Inc., Life-Assist.com</p>	<p>30% Refer to MMSGGS attached catalog for list of manufacturers</p>	<p>10% 3M, Safetec of America, Honeywell</p>
<p>Tools & Personal Items Field guides; forceps, scalpels, holsters, shears & scissors, penlights, ring cutters, hammers, seat belt cutters & window punches</p>	<p>40% full list in response</p>	<p>No Bid</p>	<p>10% Dynarex, MedSource, McKesson, Rescue Essentials</p>	<p>34.0% Off Current List Price- See Website.</p>	<p>15% N.A.R., Medsource, DMS, ADC, Etc. *All Manufacturers</p>	<p>31% Life-Assist Inc., Life-Assist.com</p>	<p>30% Refer to MMSGGS attached catalog for list of manufacturers</p>	<p>10% Medsource Int., Dukal, Dynarex</p>
<p>REMAINING LINE DISCOUNT</p>	<p>40%</p>	<p>40% Gloves</p>	<p>10%</p>	<p>34% excludes vaccines and COVID test</p>	<p>15%</p>	<p>31% off Catalog List Prices on Disposable Goods & Pharmaceuticals, 15% off Capital, & Training Equipment & Operations (Excludes Inventory Management Solutions & Sale Items)</p>	<p>28%</p>	<p>10%</p>

Interview & Site Demo

Bound Tree - 1:00

Henry Schein - 2:00

Life-Assist - 3:00

Item	Notes	Notes	Notes
<p>Question & Answer-5 points each</p> <p>Give us general information about how our account will be structured. If more than one warehouse where do we call for orders, etc. Describe the method or protocol for ordering items and the series of events that take place once the order is placed.</p>	<p>5</p> <p>SE 6 other rep. Primary warehouse Greenwood IN. 5 different warehouse. Email, website (Primary supply list, drops into the ERP system before 3 gets put on a FedEx truck for next day delivery. Or, reach out to Madison for further direction. If the entity finds themselves desperate for a product, William will obtain it himself. Orders placed by 3:00, will be shipped the next day. The green bubble indicated it is in stock. Yellow means it is in stock at another facility.</p>	<p>4.5</p> <p>Henry Schein Medical. EMS a free standing adjacent. Distribution centers - 5 different, warehouses. IN, Primary, secondary Denver PA. PO can be emailed go to appropriate location. Full service e commerce(website) enter online. 2 day shipping out of IN. Close of business based on east coast time. They use UPS. Can do overnight deliveries. CPU you can pick up the items. Not just a cookie cutter approach. No charge on normal shipping.</p>	<p>4</p> <p>Flexible for ordering the process. On line, call fax. Customer number 99% fill core items. 1-800 is answered in CA. The East coast customer services center is imminent. General contract members, 2 day shipping. KS is primary shipping warehouse.</p>
<p>Where does your sales representative reside? How big of an area or how many accounts do they oversee? Will this person be assigned to the cooperative or the area? Is the sales representative licensed as a State of Michigan EMS practitioner or instructor coordinator? Do your employees have clinical training requirements?</p>	<p>5</p> <p>4 paramedic IC. Can offer credits for the training. Geographically located throughout the state to assist our account. Dan O'Brien in the west, Bret mid portion, another rep up to mid Michigan. Clinically trained - quarterly requirements just like firefighters. The non clinic people are trained as well. William covers the 3 counties.</p>	<p>4</p> <p>Jennifer and Pam both live in OH. Jennifer is stationary remote. Pam would be boots on the ground. No Michigan EMS practitioner. Highly accredited with high credentials. 19 team members with Pre hospital, military, EMT (paramedic) and fire.</p>	<p>4</p> <p>Resides in OH. Bob covers 2 states OH and MI. Primary contact. No license or instructor coordinator. Used to be a firefighter for 26 years, Grandville, OH. Preferred experience is in EMS. Products they need training in they bring in their customer services/care. They will bring in the product team.</p>
<p>How much of your overall business is specifically for Emergency Medical Supplies? What is your estimated growth or decline of that piece of your business?</p>	<p>5</p> <p>100% EMS PD and FD. They continue to grow in the organization. Growing 4%-10% per year. 65% of the market.</p>	<p>5</p> <p>Dedicated to the pre hospital (EMS). Also work with health and wellness. Predominate is paramedical space. 40 Million in EMS. 12 Billion dollar in sales. 9% on average increase. Will bring on new personal to help with growth.</p>	<p>4.5</p> <p>100% EMS for 50 years. 100% employee owned. Life assist owns most of the west coast for EMS. Last 6-7 years making growth east of the Mississippi. Moving toward the East in a very calculated growth. Did not provide a estimated growth %.</p>
<p>How are deliveries handled? How many delivery Trucks & staff do you have? Or - Is a third party used for deliveries?</p>	<p>5</p> <p>No, do not have their own delivery company. Typically shipping method is FedEx. LTL carrier</p>	<p>4</p> <p>No, do not have their own delivery company. Use UPS. 48 hours to the user. They UPS global #1 customer. Standard delivery. Does not charge for normal freight delivery.</p>	<p>4</p> <p>UPS is primary. Freight FedEx XPO. Preferred Delivery method in our account. No freight for our orders</p>
<p>What has your company done to minimize the impact of tariffs on the customer?</p>	<p>5</p> <p>They have been absorbing the tariffs. They also negotiate with companies and move the customer to different products. There is someone that lobby's that some medical supplies should be exempt from the tariffs. Meet monthly with FDA.</p>	<p>3</p> <p>Ongoing topic. Brought in additional inventory to offset the impact. Contract are honored and adhered to so they didn't absorb.</p>	<p>5</p> <p>Have absorbed all the tariffs except in October, they had to pass them through. Some of tariffs were passed on.</p>
<p>What do you see as the challenges of the breadth of the Cooperative?</p>	<p>5</p> <p>William does not see of any challenges. Madison is directly responsible for the contract.</p>	<p>2</p> <p>"Uniformes" is the biggest challenge. Not knowing the procedures, logistical challenges. Front of the line in allocation. They jump front and center. HS was not clear that we needed 300 different billing addresses and shipping locations.</p>	<p>5</p> <p>National buying cooperative already through MPP. 400 accounts already. Multiple entities under one contract.</p>
<p>Do you charge restocking fees? What is your policy for returns & how are they processed?</p>	<p>3, 5</p> <p>No restocking fees within the 45 days from the order. Madison will process the RMA. Returns specialist. Outside of the 45 days you will get a restocking fee. A special order will receive a stocking fee. \$10 shipping label to return the product.</p>	<p>5</p> <p>No restocking fee within the 90 day period. Non stocking items is contingent on the manufacturer. RMA is issued, once the product return is received, credit is applied.</p>	<p>4</p> <p>No. Some products will have a restocking fee. Most likely the fees will be waived. Returned within 45 days.</p>
<p>Elaborate on training opportunities your company provides to the entities. How do you handle training/in-service of new equipment for an agency with multiple shifts?</p>	<p>5</p> <p>With proper planning they create a training to cover all the shifts or train the trainer. Bound Tree EDU website. Number of people in the area so the training can be covered.</p>	<p>4</p> <p>Partner with manufacturer for the training. Will participate in training.</p>	<p>4</p> <p>Depends on the equipment. Manufacturers will be present. All depends on the project and can support a 4 shift platoon.</p>
<p>On a scale of 1-10 how would you personally rate your customer service and why?</p>	<p>5</p> <p>9. Madison received 100 out of 100. 98% of the time the order is filled correctly.</p>	<p>4</p> <p>Corporate support. Own support team, that handles pre hospital space. Communications issues. East coast to west coast. Gave his 2 gals an 11.</p>	<p>5</p> <p>11. Spent a 1.5 weeks in CA. They know the products and customers professionalism. Someone always answers the phone.</p>

<p>Give us an example where your clients weren't satisfied with your work? What happened? How was it rectified?</p>	3.5	<p>Humans that are entering, picking, delivering the order. Accidents happen. Mispicks, got through scale, or sent the incorrect thing. Tell us something that isn't true. Stand behind. Did not answer the question.</p>	5	<p>2 new hires, I is taking over for a retiree. Large account, leaving the licensure area in a hitch. Up front and communicate with the entity. Pick up the phone and take care of issues head on.</p>	5	<p>Only been with the company since October. Mistakes happen. Own up to it. The tariff was passed on by mistake, transparency, ownership, fix it.</p>
Total Question & Answer	47		40.5		44.5	

FOR EVALUATION PURPOSES PRICES LISTED ARE THE COMPONENT PRICE

CITY OF FARMINGTON HILLS
 BPP#25-26252
 Emergency Medical Supplies
 Core Item # Addition

Items

Line #	Item #	Brand Category	Subcategory (if applicable)	Mfg.	Description	Part #	ROUND TRIBE MEDICAL	COMPONENT PRICE	DATE MEDICAL GLOVES	COMPONENT PRICE	HENRY SCHEIN INC.	COMPONENT PRICE	J.E.B. MEDICAL SUPPLY	COMPONENT PRICE	LIFE ASSIST. INC.	COMPONENT PRICE	MAKESON MEDICAL GOVERNMENT SOLUTIONS	COMPONENT PRICE	PENN CARB	COMPONENT PRICE
N/A	1	SAMPLE	SAMPLE	CONVID	10/11/20/20/ETC	12166														
1	1	Atway			10/11/20/20/ETC	8804050		\$25.00	No bid		Intersurgical	\$51.00	INTERMEDICAL	\$33.33	Intersurgical	\$29.25	INTERMEDICAL INC.	\$34.66	Intersurgical	\$31.20
2	2	Atway			10/11/20/20/ETC	8804050		\$25.00	No bid		Intersurgical	\$51.00	INTERMEDICAL	\$33.33	Intersurgical	\$29.25	INTERMEDICAL INC.	\$34.66	Intersurgical	\$31.20
3	3	Atway			10/11/20/20/ETC	8804050		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
4	4	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
5	5	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
6	6	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
7	7	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
8	8	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
9	9	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
10	10	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
11	11	Atway			10/11/20/20/ETC	8210000		\$15.64	No bid		Intersurgical	\$31.30	INTERMEDICAL	\$20.00	Intersurgical	\$14.25	INTERMEDICAL INC.	\$17.63	Intersurgical	\$15.68
12	12	Atway			10/11/20/20/ETC	60105		\$17.50	No bid		Stammed	\$13.30	SALTER	\$22.71	AtLife	\$28.00	INTERMEDICAL INC.	\$21.38	AtLife	\$21.50
13	13	Atway			10/11/20/20/ETC	60105		\$17.50	No bid		Stammed	\$13.30	SALTER	\$22.71	AtLife	\$28.00	INTERMEDICAL INC.	\$21.38	AtLife	\$21.50
14	14	Atway			10/11/20/20/ETC	60405		\$17.50	No bid		Stammed	\$13.30	SALTER	\$22.71	AtLife	\$28.00	INTERMEDICAL INC.	\$21.38	AtLife	\$21.50
15	15	Atway			10/11/20/20/ETC	60405		\$17.50	No bid		Stammed	\$13.30	SALTER	\$22.71	AtLife	\$28.00	INTERMEDICAL INC.	\$21.38	AtLife	\$21.50
16	16	Atway			10/11/20/20/ETC	60405		\$17.50	No bid		Stammed	\$13.30	SALTER	\$22.71	AtLife	\$28.00	INTERMEDICAL INC.	\$21.38	AtLife	\$21.50
17	17	Atway			10/11/20/20/ETC	60405		\$17.50	No bid		Stammed	\$13.30	SALTER	\$22.71	AtLife	\$28.00	INTERMEDICAL INC.	\$21.38	AtLife	\$21.50
18	18	Atway			10/11/20/20/ETC	60405		\$17.50	No bid		Stammed	\$13.30	SALTER	\$22.71	AtLife	\$28.00	INTERMEDICAL INC.	\$21.38	AtLife	\$21.50
19	19	Atway			10/11/20/20/ETC	60278KIT		\$32.00	No bid		Intersurgical	\$52.50	No bid	No bid	No bid	No bid	Intersurgical	\$21.38	No bid	No bid
20	20	Atway			10/11/20/20/ETC	60278KIT		\$32.00	No bid		Intersurgical	\$52.50	No bid	No bid	No bid	No bid	Intersurgical	\$21.38	No bid	No bid
21	21	Atway			10/11/20/20/ETC	60278KIT		\$32.00	No bid		Intersurgical	\$52.50	No bid	No bid	No bid	No bid	Intersurgical	\$21.38	No bid	No bid
22	22	Atway			10/11/20/20/ETC	60278KIT		\$32.00	No bid		Intersurgical	\$52.50	No bid	No bid	No bid	No bid	Intersurgical	\$21.38	No bid	No bid
23	23	Atway			10/11/20/20/ETC	60278KIT		\$32.00	No bid		Intersurgical	\$52.50	No bid	No bid	No bid	No bid	Intersurgical	\$21.38	No bid	No bid
24	24	Atway			10/11/20/20/ETC	60278KIT		\$32.00	No bid		Intersurgical	\$52.50	No bid	No bid	No bid	No bid	Intersurgical	\$21.38	No bid	No bid
25	25	Atway			10/11/20/20/ETC	KUTSD43		\$32.25	No bid		AtLife	\$62.50	AMBU	\$40.38	AtLife	\$30.00	AMBU INC.	\$38.82	AtLife	\$34.00
26	26	Atway			10/11/20/20/ETC	KUTSD43		\$32.25	No bid		AtLife	\$62.50	AMBU	\$40.38	AtLife	\$30.00	AMBU INC.	\$38.82	AtLife	\$34.00
27	27	Atway			10/11/20/20/ETC	KUTSD43		\$32.25	No bid		AtLife	\$62.50	AMBU	\$40.38	AtLife	\$30.00	AMBU INC.	\$38.82	AtLife	\$34.00
28	28	Atway			10/11/20/20/ETC	KUTSD43		\$32.25	No bid		AtLife	\$62.50	AMBU	\$40.38	AtLife	\$30.00	AMBU INC.	\$38.82	AtLife	\$34.00
29	29	Atway			10/11/20/20/ETC	KUTSD45		\$32.25	No bid		AtLife	\$62.50	AMBU	\$40.38	AtLife	\$30.00	AMBU INC.	\$38.82	AtLife	\$34.00
30	30	Atway			10/11/20/20/ETC	KUTSD45		\$32.25	No bid		AtLife	\$62.50	AMBU	\$40.38	AtLife	\$30.00	AMBU INC.	\$38.82	AtLife	\$34.00
31	31	Atway			10/11/20/20/ETC	4601200		\$162.69	No bid		UI Medical	\$175.00	No bid	No bid	No bid	No bid	UI Medical	\$140.88	UI Medical	\$170.93
32	32	Atway			10/11/20/20/ETC	4601200		\$162.69	No bid		UI Medical	\$175.00	No bid	No bid	No bid	No bid	UI Medical	\$140.88	UI Medical	\$170.93
33	33	Atway			10/11/20/20/ETC	0163201		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
34	34	Atway			10/11/20/20/ETC	0163201		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
35	35	Atway			10/11/20/20/ETC	0163211		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
36	36	Atway			10/11/20/20/ETC	0163211		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
37	37	Atway			10/11/20/20/ETC	0163210		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
38	38	Atway			10/11/20/20/ETC	0163220		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
39	39	Atway			10/11/20/20/ETC	0163220		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
40	40	Atway			10/11/20/20/ETC	0163230		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
41	41	Atway			10/11/20/20/ETC	0163230		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
42	42	Atway			10/11/20/20/ETC	0163240		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
43	43	Atway			10/11/20/20/ETC	0163240		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
44	44	Atway			10/11/20/20/ETC	0163236		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
45	45	Atway			10/11/20/20/ETC	0163236		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
46	46	Atway			10/11/20/20/ETC	0163246		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
47	47	Atway			10/11/20/20/ETC	0163246		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
48	48	Atway			10/11/20/20/ETC	0163246		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
49	49	Atway			10/11/20/20/ETC	0163233		\$43.00	No bid		UI Medical	\$100.00	No bid	No bid	No bid	No bid	UI Medical	\$48.33	UI Medical	\$48.33
50	50	Atway			10/11/20/20/ETC	1311102		\$40.44	No bid		UI Medical	\$55.00	No bid	No bid	No bid	No bid	UI Medical	\$36.36	UI Medical	\$36.36
51	51	Atway			10/11/20/20/ETC	1311102		\$40.44	No bid		UI Medical	\$55.00	No bid	No bid	No bid	No bid	UI Medical	\$36.36	UI Medical	\$36.36
52	52	Atway			10/11/20/20/ETC	1311101		\$28.90	No bid		UI Medical	\$55.00	No bid	No bid	No bid	No bid	UI Medical	\$36.36	UI Medical	\$36.36
53	53	Atway			10/11/20/20/ETC	1311101		\$28.90	No bid		UI Medical	\$55.00	No bid	No bid	No bid	No bid	UI Medical	\$36.36	UI Medical	\$36.36
54	54	Atway			10/11/20/20/ETC	1726765		\$1,899.99	No bid		UI Medical	\$175.75	No bid	No bid	No bid	No bid	UI Medical	\$1,386.13	UI Medical	\$1,386.13
55	55	Atway			10/11/20/20/ETC	1726765		\$1,899.99	No bid		UI Medical	\$175.75	No bid	No bid	No bid	No bid	UI Medical	\$1,386.13	UI Medical	\$1,386.13
56	56	Atway			10/11/20/20/ETC	3010001		\$14.99	No bid		UI Medical	\$50.00	No bid	No bid	No bid	No bid	UI Medical	\$14.99	UI Medical	\$14.99
57	57	Atway			10/11/20/20/ETC	3010001		\$14.99	No bid		UI Medical	\$50.00	No bid	No bid	No bid	No bid	UI Medical	\$14.99	UI Medical	\$14.99
58	58	Atway			10/11/20/20/ETC	3020001		\$14.99	No bid		UI Medical	\$50.00	No bid	No bid	No bid	No bid	UI Medical	\$14.99	UI Medical	\$14.99
59	59	Atway			10/11/20/20/ETC	3020001		\$14.99	No bid		UI Medical	\$50.00	No bid	No bid	No bid	No bid	UI Medical	\$14.99	UI Medical	\$14.99
60	60	Atway			10/11/20/20/ETC	3010001		\$14.99	No bid		UI Medical	\$50.00	No bid	No bid	No bid	No bid	UI Medical	\$14.99	UI Medical	\$14.99
61	61	Atway			10/11/20/20/ETC	3010001		\$14.99	No bid		UI Medical	\$50.00	No bid	No bid	No bid	No bid	UI Medical	\$14.99	UI Medical	\$14.99
62	62	Atway			10/11/20/20/ETC	3010001		\$14.99	No bid		UI Medical	\$50.00	No bid							

Item #	Equipment	Description	Quantity	Unit Price	Total Price	Manufacturer	Material	Weight	Dimensions	Lead Time	Notes
367	Equipment	Berlight, Rainbow, colors subject to change based on availability	211	\$3.96	\$836.76	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
368	Equipment	Therma Shear	2010-0524	\$0.85	\$171.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
369	Equipment	Pediatric BP Cuff	36011	\$8.49	\$3036.45	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
370	Equipment	Adult BP Cuff	36012	\$8.49	\$3036.45	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
371	Equipment	Adult Large BP Cuff	36013	\$9.49	\$3416.55	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
372	Equipment	Stethoscope	36020	\$8.50	\$3060.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
373	Equipment	Wall Mounted Sharp Basket	298519	\$14.29	\$4261.81	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
374	Equipment	Backboard Strap	16483	\$5.39	\$882.88	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
375	Equipment	Brown Paper Bags	4102-30635	\$0.10	\$410.20	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
376	Equipment	Stretchier Straps	533-MS81933	\$9.36	\$3387.48	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
377	Equipment	Linen Cups	4510-04776	\$50.66	\$2284.86	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
378	Equipment	KID	15329	\$54.96	\$8414.88	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
379	Equipment	Infant BP Cuff	36010	\$9.49	\$3416.55	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
380	Equipment	Ring Cutter	40010	\$7.98	\$3261.18	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
381	Equipment	Scrubbed Cutters	KA026	\$5.10	\$2038.50	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
382	Equipment	Rapid First Aid Kit, 10.5" x 5.5"	2054	\$6.60	\$1346.40	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
383	Equipment	HOT COMPRESS 4 IN X 9	4516	\$8.61	\$3897.66	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
384	Equipment	Icepack, Rapid Cold, Convenience Size, One Cold OR Warm	2000	\$0.63	\$1260.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
385	Equipment	COLD PACK INSTANT 5.5 IN X 10 IN 20CS RAPID COLD	2004	\$0.45	\$900.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
386	Equipment	Ernest Bag, 1000cc, White, Cardboard Bin w/ Hand Protection	1071-10210	\$0.79	\$836.76	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
387	Equipment	Arsenal First Aid Kit	1486-23315	\$36.43	\$14688.45	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
388	Equipment	Stethoscope 290 cc	60712	\$3.54	\$2188.68	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
389	Equipment	Padded Short Board	60012	\$5.90	\$3534.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
390	Equipment	Padded, Medium Board	60013	\$4.91	\$2946.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
391	Equipment	Padded, Long Board	60014	\$6.63	\$3985.80	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
392	Equipment	Head Dishes (Set of 2)	3141-50402	\$6.63	\$1326.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
393	Equipment	Blunt Bandage	600235	\$6.99	\$4194.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
394	Equipment	SAM Splint (Arm)	770-14101A	\$8.35	\$5010.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
395	Equipment	Sam Splint (Wrist)	3016-00115	\$2.89	\$1733.40	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
396	Equipment	Sam Splint (Wrist)	3014-12104	\$7.62	\$4575.60	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
397	Equipment	3" Ring	1121-36559	\$0.11	\$112.10	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
398	Equipment	Trauma Dressing	10333	\$1.00	\$1033.30	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
399	Equipment	Burn Sheet	30001MS	\$2.32	\$1393.12	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
400	Equipment	Emergency Blanket	16570	\$3.28	\$5412.80	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
401	Equipment	Blow "Down" Pad	1072-09035	\$0.15	\$150.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
402	Equipment	Blow "Down" Pad	540047	\$0.44	\$220.00	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	
403	Equipment	Bandials	1122-14900	\$0.01	\$11.22	Medwest	Medwest	0.48	10.5" x 5.5" x 1.5"	1-2 weeks	

EMERGENCY MEDICAL SUPPLIES & EQUIPMENT AGREEMENT

THIS AGREEMENT, made and entered into this **27** day of **January, 2026**, by and between the City of Farmington Hills, Oakland County, Michigan, on behalf of the SMEMS COOPERATIVE and the MITN Purchasing Cooperative, Party of the First Part, hereinafter called OWNER, and Party of the Second Part,

BOUND TREE MEDICAL hereinafter called the CONTRACTOR.

WITNESSETH, that the Contractor and the Owner, for the consideration hereinafter named agree as follows:

ARTICLE I - THE WORK

It is agreed that the Contractor shall furnish all the labor, materials to deliver products shown and called for in the Invitation to Bid titled:

FH-25-26-2525 Emergency Medical Supplies and Equipment

prepared by the City of Farmington Hills, Central Services Department, Oakland County, Michigan, acting as, and in these Contract Documents entitled, the Contract Manager, and shall do everything required by the Contract Documents.

ARTICLE II - THE TIME

It is agreed that the Contractor shall begin work under this Contract upon receipt of written notice to proceed and that the contractor will fulfill all contract requirements for a period of **two (2)** years from date of contract award. It is further agreed that The City of Farmington Hills acting on behalf of the Southeast Michigan Emergency Medical Supplies Cooperative and MITN Purchasing Cooperative may opt to extend the pricing, terms and conditions of this contract **for four (4) one year renewals after the contract completion date.**

ARTICLE III - OWNER'S RIGHT TO CANCEL

It is agreed that if at any time the Contractor should abandon this work; or if he should be adjudged a bankrupt, or if his performance of this Contract is being unnecessarily or unreasonably delayed; or if he should make a general assignment for the benefit of his creditors; or if a receiver should be appointed on account of his insolvency; or if he should persistently or repeatedly fail to fulfill portions of the contract requirements the Owner shall have the right to cancel the Contract with seven ten (10) days written notice. Failure to perform specified duties listed herein after two (2) written notices shall constitute grounds for cancellation

ARTICLE IV - ASSIGNMENT OF CONTRACT

It is agreed that the Contractor shall not assign or transfer this Contract or sublet any part of the work embraced in it, except with the written consent of the Owner to do so.

ARTICLE V – THIRD PARTY BENEFICIARIES

There are no third party beneficiaries to this Agreement, and nothing expressed or referred to in this Agreement will be construed to give any person or entity other than the parties to this Agreement any legal or equitable right, remedy, or claim under or with respect to this Agreement or any provision of this Agreement. This Agreement and all of its provisions and conditions are for the sole and exclusive benefit of the parties named.

ARTICLE VI - THE CONTRACT SUM

And it is agreed that, in consideration of the faithful and entire performance by the Contractor of his obligations under this contract, the Owner, shall pay to him, at the time and in the manner hereinafter stipulated, an amount as determined by the measured quantities and the respective unit prices herein named within thirty (30) days of receipt of the Contractor's invoices. Requested to do so, supported if requested, by sworn statements, satisfactory evidence that all persons who have supplied labor.

It is further agreed that volume estimates listed in the specification document are as such just estimates and that the Owner will not be held responsible to meet any volume estimate listed to receive contract pricing.

The person representing the Contractor who will submit written invoices for payment is designated as:

Victoria Dodson. The person representing the Owner to whom invoices are to be submitted and questions regarding payment shall be designated by each entity after award.

It is agreed that no issues regarding payment of invoices shall affect the delivery of goods and services. No orders shall be held by the Contractor by the Owner shall be deemed or construed as an acceptance of any part of the work under this contract.



31555 ELEVEN MILE ROAD
FARMINGTON HILLS, MI 48336-1165
www.fhgov.com

IN WITNESS WHEREOF, the parties have caused these presents to be signed personally or by their duly authorized officers or agents and their seals affixed and duly attested the day and year first written above for **Emergency Medical Supplies and Equipment**.

CITY OF FARMINGTON HILLS - MUNICIPALITY

WITNESSES

BY: Karen Mondora, Acting City Manager/Date

BY: Carly Lindahl, City Clerk/Date

CONTRACTOR

WITNESSES

BY Corey Case / Chief Marketing Officer 01/29/2026
Contractor/Date

BY: Christopher Fyffe / Manager, Bids & Contracts 01/29/2026
Contractor/Date

Contractor's signature (s) must be notarized:

STATE OF Ohio)

COUNTY OF Franklin)

Subscribed and sworn to before me this 29th day of January 2026

Casey Lynn Shows
Notary Public

Franklin County, Ohio



Casey Lynn Shows
Notary Public, State of Ohio
My Commission Expires:
December 4, 2030

My Commission Expires: December 4, 2030