



## District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent


[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

Department of Purchasing  
Kendra Goodman, CPPO, CPPB, Purchasing Agent  
813/ 794-2221 Fax: 813/ 794-2111  
727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

January 24, 2012

### MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Bid #09-084-GF – Health Supplies & Equipment “Catalog Discount”  
One (1) Year Extension Request  
Henry Schein, Inc.  
School Health Corporation  
School Kids Healthcare

On January 20, 2009 official action (attached) was taken to award the above-referenced bid to Henry Schein, Inc., School Health Corporation, and School Kids Healthcare. This bid is a three-year contract, renewable annually, based upon mutual consent of both parties. The third year of the agreement will expire on February 5, 2012. The bid document allows the District to extend the period and quantities of this bid, or any portion thereof, for an additional time not to exceed 365 days from the date of the award.

At this time, we are requesting permission to extend the term of the current agreement for one (1) year. Joanne Viggiano, Bid Supervisor, Henry Schein, Inc.; Scott Jacobsen, Bid Pricing Specialist, School Health Corporation; and Bradley G. Smith, GM-contracts, School Kids Healthcare have all agreed in writing (attached) to enter into a one (1) year extension under the existing terms and conditions. The extended term will cover the period of February 6, 2012 through February 5, 2013.

Should you have any questions regarding this matter or if I can provide further clarification, please do not hesitate to contact me.

Attachments

KDG/amj



# District School Board of Pasco County

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## BID EXTENSION REQUEST

**BID 09-084-GF**

**BID TITLE: HEALTH SUPPLIES & EQUIPMENT "CATALOG DISCOUNT"**

\*

✓

Yes, I agree to extend Bid #09-084-DR under the same terms and conditions as the existing bid. The period shall be from **February 6, 2012** through **February 5, 2013**.

\_\_\_\_\_

No, I do not agree to extend Bid #09-084-DR

COMPANY NAME: Henry Sclm Inc

SIGNATURE: Joanne Viggiano

TYPED NAME AND TITLE: Joanne Viggiano

TELEPHONE (WITH AREA CODE): 8W 857-6K4

FAX NUMBER (WITH AREA CODE): 866 738-8999

E-MAIL: biddept@henry.sclm.com

DATE: 1/12/12

The prospective bidder certifies, by submission and signature of this bid extension form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
ATTENTION: Andrea Jackson  
PURCHASING DEPARTMENT  
20430 GATOR LANE  
LAND O' LAKES, FL 34638  
(813) 794-2258 (PHONE)  
(813) 794-2111 (FAX)

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\* USING our current year Catalog.



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## Henry Schein Inc.

### Catalog Discount Program

In lieu of a formal request for quotation for specific products or for items not contained on an original RFP, Henry Schein Inc. offers the following Catalog Discount Program:

Catalog Discount: **15 % (based on published price)**

Qualifying Catalog<sup>1</sup>: Henry Schein Special Markets  
Specialty Medical Catalog

#### Notes:

- Manufacturer freight charges will apply for all equipment, i.e. ice machines, furniture, etc.
- Hazardous materials subject to DOT Hazardous Materials Handling Charge.
- Prescription Items (i.e. Pharmaceuticals and Vaccines) are excluded – please call for pricing.
- Office supplies are excluded from the Catalog Discount Program.
- Free Frt. For all orders over \$125.00

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<sup>1</sup> Current Year published catalog



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Heather Fiorentino, Superintendent

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Department of Purchasing  
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727/ 774-2221 TDD: 813/ 794-2484  
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

**BID EXTENSION REQUEST****BID 09-084-GF****BID TITLE: HEALTH SUPPLIES & EQUIPMENT "CATALOG DISCOUNT"**X

Yes, I agree to extend Bid #09-084-DR under the same terms and conditions as the existing bid. The period shall be from **February 6, 2012 through February 5, 2013.**

No, I do not agree to extend Bid #09-084-DR

COMPANY NAME: School Health Corporation  
SIGNATURE: Scott Jacobson  
TYPED NAME AND TITLE: Scott Jacobson, Contract Sales Spec.  
TELEPHONE (WITH AREA CODE): 800-323-1305  
FAX NUMBER (WITH AREA CODE): 800-235-1305  
E-MAIL: bids@schoolhealth.com  
DATE: January 12, 2012

The prospective bidder certifies, by submission and signature of this bid extension form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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**ATTENTION: Andrea Jackson**  
PURCHASING DEPARTMENT  
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LAND O' LAKES, FL 34638  
(813) 794-2258 (PHONE)  
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# District School Board of Pasco County

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Barth Flocensino, Superintendent

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## Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/794-2221 Fax: 813/794-2111

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352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

## BID EXTENSION REQUEST

BID 09-084-DR

BID TITLE: HEALTH SUPPLIES & EQUIPMENT "CATALOG DISCOUNT"

X

Yes, I agree to extend Bid #09-084-DR under the same terms and conditions as the existing bid. The period shall be from February 6, 2012 through February 5, 2013. I WILL SEND CATALOG #006 - 2012

\_\_\_\_\_

No, I do not agree to extend Bid #09-084-DR

COMPANY NAME:

SCHOOL KIDS HEALTHCARE

SIGNATURE:

Bradley G. Smith

TYPED NAME AND TITLE:

BRADLEY G. SMITH GM/CONTRACTS

TELEPHONE (WITH AREA CODE):

866-558-0686

FAX NUMBER (WITH AREA CODE):

800-558-1551

E-MAIL:

BRADS@SCHOOLKIDSHEALTHCARE.COM

DATE:

1/12/12

The prospective bidder certifies, by submission and signature of this bid extension form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Andrea Jackson

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2258 (PHONE)

(813) 794-2111 (FAX)

DSBPC\_Purchasing Dept

01/12/2012 10:36 FAX 352 588 0945



## District School Board of Pasco County

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352/ 524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

December 7, 2010

### MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG*

RE: Third Year Renewal of Three-Year Contract  
Bid #09-084-GF: Health Supplies & Equipment "Catalog Discount"  
Henry Schein, Incorporated  
School Health Corporation  
School Kids Healthcare

On January 20, 2009, official action (attached) was taken to award the above-referenced bid to Henry Schein, Incorporated, School Health Corporation, and School Kids Healthcare. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. Subsequently, the second year of the agreement was awarded on November 17, 2009. The second year of the agreement will expire on February 5, 2011.

Considering services have been satisfactory, Joanne Viggiano, Bid Supervisor, Henry Schein, Incorporated; Scott Jacobson, Bid Pricing Specialist, School Health Corporation; and Bradley G. Smith, GM-Contracts, School Kids Healthcare was contacted to verify their willingness to enter into the third year of the agreement. As such they have agreed in writing (attached) to enter into the third year of the contract.

Therefore, at this time, it is my recommendation to enter into the third year of the agreement with the above-referenced vendors. The third year of the contract will cover the period of February 6, 2011 through February 5, 2012.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/dr

Attachments

District School Board  
of Pasco County

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Date/Time: December 1, 2010 10:21:00



# District School Board of Pasco County

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352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

## BID RENEWAL REQUEST

**BID #09-084-GF**

**BID TITLE: Health Supplies & Equipment "Catalog Discount"**

\*



Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The third year period shall be from February 6, 2011 through February 5, 2012.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: Henry Schein, Inc.

SIGNATURE: Joanne Viggiano

TYPED NAME AND TITLE: Joanne Viggiano, Bid Supervisor

TELEPHONE (WITH AREA CODE): 631-414-8324 8325

FAX NUMBER (WITH AREA CODE): 866-738-8999

E-MAIL: ~~mambido@henryschein.com~~ specialnursesbiddept@henryschein.com

DATE: 11/1/10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Debra Reaves, Buyer Assistant

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2219 (PHONE)

(813) 794-2111 (FAX)

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\* SEE ATTACHMENT Regarding our Catalog Discount program

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**Henry Schein Inc.**

**Catalog Discount Program**

In lieu of a formal request for quotation for specific products or for items not contained on an original RFP, Henry Schein Inc. offers the following Catalog Discount Program:

**Catalog Discount: 15% (based on published price)**

**Qualifying Catalog<sup>1</sup>: Henry Schein Special Markets  
Specialty Medical Catalog**

**Notes:**

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- Hazardous materials subject to DOT Hazardous Materials Handling Charge.
- Prescription Items (i.e. Pharmaceuticals and Vaccines) are excluded – please call for pricing.
- Office supplies are excluded from the Catalog Discount Program.
- Free Frt. For all orders over \$100.00

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direct order to

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<sup>1</sup> Current Year published catalog

**District School Board  
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**BID RENEWAL REQUEST****BID #09-084-GF****BID TITLE: Health Supplies & Equipment "Catalog Discount"**

X

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The third year period shall be from February 6, 2011 through February 5, 2012.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Health CorporationSIGNATURE: Scott JacobsonTYPED NAME AND TITLE: Scott Jacobson, Bid Pricing SpecialistTELEPHONE (WITH AREA CODE): 800-323-1305FAX NUMBER (WITH AREA CODE): 800-235-1305E-MAIL: bids@schoolhealth.comDATE: November 8, 2012

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
ATTENTION: Debra Reaves, Buyer Assistant  
PURCHASING DEPARTMENT  
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(813) 794-2111 (FAX)

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### Department of Purchasing

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727/774-2221 TDD: 813/794-2484

352/524-2221 e-mail: [kgoodman@pasco.k12.fl.us](mailto:kgoodman@pasco.k12.fl.us)

November 17, 2009

### MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG/gf*

RE: Second Year Renewal of Three-Year Contract  
Bid #09-084-GF: Health Supplies & Equipment "Catalog Discount"  
Henry Schein, Inc.  
School Health Corporation  
School Kids Healthcare

On January 20, 2009, official action (attached) was taken to award the above-referenced bid to Henry Schein, Inc., School Health Corporation, and School Kids Healthcare. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the agreement will expire on February 5, 2010.

Considering services have been satisfactory, Joanne Viggiano, Bid Supervisor, Henry Schein, Inc.; Scott Jacobson, Bid Pricing Specialist, School Health Corporation; and Bradley G. Smith, GM-Contracts, School Kids Healthcare was contacted to verify their willingness to enter into the second year of the agreement. As such they have agreed in writing (attached) to enter into the second year of the contract.

Therefore, at this time, it is my recommendation to enter into the second year of the agreement with the above-referenced vendors. The second year of the contract will cover the period of February 6, 2010 through February 5, 2011.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/dr

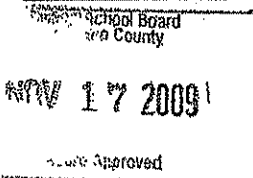
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## Department of Purchasing

Kandra Goodman, CPPD, CPPB, Purchasing Agent

813/794-2221 Fax: 813/794-2111

727/774-2221 TDD: 813/794-2484

352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

**BID RENEWAL REQUEST****BID #09-084-GF****BID TITLE: Health Supplies & Equipment "Catalog Discount"**

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The second year period shall be from February 6, 2011 through February 5, 2012.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Kids Healthcare

SIGNATURE:

TYPED NAME AND TITLE: Bradley G. Smith, GM-ContractsTELEPHONE (WITH AREA CODE): 866-558-0686FAX NUMBER (WITH AREA CODE): 800-668-1551E-MAIL: brads@schoolkidshealthcare.comDATE: 11-10-10

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
ATTENTION: Debra Reaves, Buyer Assistant  
PURCHASING DEPARTMENT  
20430 GATOR LANE  
LAND O' LAKES, FL 34638  
(813) 794-2219 (PHONE)  
(813) 794-2111 (FAX)

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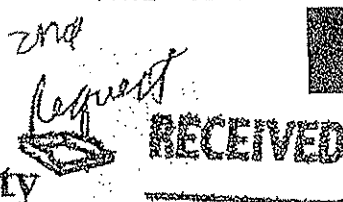


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### BID RENEWAL REQUEST

BID #09-084-GF

BID TITLE: Health Supplies & Equipment "Catalog Discount"☒

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The second year period shall be from February 6, 2010 through February 5, 2011.

☐

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: Henry Schein, Inc.SIGNATURE: Joanne ViggianoTYPED NAME AND TITLE: Joanne Viggiano, Bid SupervisorTELEPHONE (WITH AREA CODE): 800-851-0400FAX NUMBER (WITH AREA CODE): 866-738-8999E-MAIL: msmbids@henryschein.comDATE: 10/27/09

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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### BID RENEWAL REQUEST

BID #09-084-GF

BID TITLE: Health Supplies & Equipment "Catalog Discount"

X

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The second year period shall be from February 8, 2010 through February 5, 2011.

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Health Corporation

SIGNATURE: Scott Jacobson

TYPED NAME AND TITLE: Scott Jacobson, Bid Pricing Specialist

TELEPHONE (WITH AREA CODE): 800-323-1305

FAX NUMBER (WITH AREA CODE): 800-235-1305

E-MAIL: bids@schoolhealth.com

DATE: October 8, 2009

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

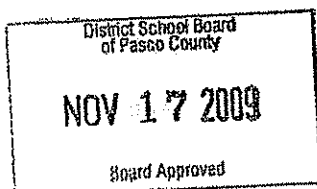
PLEASE FAX BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY  
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## BID RENEWAL REQUEST

**BID #09-084-GF**

**BID TITLE: Health Supplies & Equipment "Catalog Discount"**

X

Yes, I agree to renew Bid #09-084-GF under the same terms and conditions as the existing bid. The second year period shall be from February 6, 2010 through February 5, 2011.

\_\_\_\_\_

No, I do not agree to renew Bid #09-084-GF

COMPANY NAME: School Kids Healthcare

SIGNATURE: Bradley G. Smith

TYPED NAME AND TITLE: Bradley G. Smith, GM-Contracts

TELEPHONE (WITH AREA CODE): 866-558-0586

FAX NUMBER (WITH AREA CODE): 800-558-1551

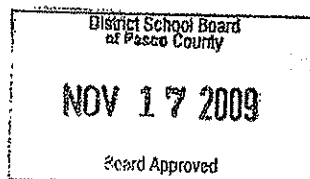
E-MAIL: brads@schoolkidshealthcare.com

DATE: 10-14-09

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

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# District School Board of Pasco County

## Bid Recommendation

Bid Title	Health Supplies "Discount" Catalog – District Wide		Number of Vendors Notified	80
Bid Number	09-084-GF		Number of Bids Distributed	14
Date Solicited	November 15, 2008		Number of Vendors Bidding	6
Date Opened	December 11, 2008		Number of Formal "No Bid" Responses	8
Date Board Presentation	January 20, 2009		Funding Source	Asset
Total Savings	\$5,000.00 Estimated		Grand Total of Bid (First year estimate)	\$75,000.00

**Recommendation:** Recommend acceptance of bids as noted on attached bid tabulation sheet as lowest and best responsive, responsible bids meeting written specifications.

**Term of Contract:** This bid is for the entire District's "as needed" requirements for health supplies requested by the Student Services Department. The percentage bid is firm and fixed for the term of the bid (catalogs may be updated in January and July only.) This is the first year of a three-year bid renewable annually by mutual consent of both parties. The first year contract period is February 6, 2009 through February 5, 2010.

**Notations and Exceptions:** This is a multi-award bid (up to three vendors) based on a weighted point system which considers, discount, inventory, location and service. The award is determined by ranking the vendors highest to lowest based upon the largest number of points. The following companies are recommended for award: School Health Corporation (70 points), School Kids Healthcare (51 points), and Henry Schein Inc. (49 points).

Recommend rejection of bids from Gulf South Medical and Laerdal Medical Corporation for failure to meet the specification for sufficient catalog inventory of health supply related items. Therefore, there were not enough items to analyze for bid evaluation purposes. Recommend rejection of bid from Moore Medical for failure to supply a catalog as required in the bid documents for evaluation purposes.

Total savings were based on past usage.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

District School Board  
of Pasco County

JAN 20 2009

**Bids Evaluated By:** Lisa Kern, Supervisor of Student Services for Health

Board Approved

**Bids Prepared By:** Gail Fowler, CPPB, Buyer

**Reviewed and Authorized By:** Kendra D. Goodman, CPPB, Purchasing Agent

District School Board  
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NOV 17 2009

Board Approved

DEC 07 2010

Board Approved