

Addendum #2 for Best Value Solicitation, Medical Supplies, **RFB-2025-090/24-044**

A correction has been made to the Questions and Answers, below (highlighted in yellow). We express our sincerest apologies for any inconvenience or confusion.

Revised Submittal Due Date:

2:00 PM EST February 26, 2026.

Pre-Bid Conference:

The recording of the pre-bid conference meeting can be found [here](#).

Revised Questions and Answers:

Q1: Are you looking to award one distributor per lot, or multiple distributors?

A1: There will be one awardee per Lot. Please refer to Appendix B, Section F, 13.1:
This solicitation will award one (1) Supplier per Lot.

Q2: If there will be one award given for each lot, the supplier would need to provide all products listed within the lot to be awarded?

A2: Yes, suppliers are to propose all products in-scope for each Lot. Please refer to Appendix B, Section F, 13.1:

Lot 1 – Medical Supplies shall consist of Products to be used in point-of-care medical settings such as hospitals and clinics. This includes equipment (e.g. beds; mobility and assistive devices; bath chairs and commodes; surgical instruments; etc.), consumables (e.g. bandages; gloves; needles; syringes; IV tubing), nutritional items, over-the-counter (OTC) medications (e.g. ibuprofen), emergency and trauma Products (e.g. defibrillators, first aid kits) and so on.

Lot 2 – Medical Laboratory Supplies shall consist of Products to be used in laboratory settings. This includes equipment, chemical supplies and biologics. This includes equipment (e.g. centrifuges; glassware; magnetic stirrers; culture media; etc.), biologics

(that is, Products derived from living cells), and chemicals (that is, Products consisting of synthesized molecules, such as reagents).

This solicitation seeks to award one (1) Supplier per Lot capable of meeting the broad scope of procurement needs at a national cooperative scale.

Q3: What is the estimated annual value of the contract?

A3: Please refer to Appendix B, Section G, 4.C. Estimated Quantities. *Estimated quantity IDIQ. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among Lead Agency and other Participating Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through the Program and volume growth into other public agency members through a coordinated marketing approach between Supplier and CoreTrust.*

Q4: Are exceptions permitted?

A4: Please refer to Appendix B, Section F, 4.A. Master Agreement:
Any contract with Supplier resulting from the issuance of this solicitation is subject to the terms and conditions as provided in this solicitation and Master Agreement. Many of the terms and conditions contained in the Master Agreement template are required by state and federal law; however, Respondents may propose changes to the Master Agreement by communicating any exceptions or deviations in the Master Agreement Acceptance Form provided in Section J of this solicitation. Any proposed changes are subject to Lead Agency review and written approval.

The Respondent must submit a signed Master Agreement Signature Form with the response.

Q5: Will the ordering be done through a purchase order or via the dashboard?

A5: Please refer to Appendix B, Section F, 19. Online Orders/E-Commerce as well as Section H – Requirements for National Cooperative Contract, "All

transactions, purchase orders, invoices, and payments shall occur directly between Supplier and each Participating Agency, individually."

Q6: Since only one distributor will be awarded per lot, is it mandatory to quote all items within the lot?

A6: Please refer to Q&A #2.

Q7: So it is possible to do ordering through Purchase Orders only and not online orders?

A7: Proposers may submit an exception or deviation to Appendix B, Section F, 19. Online Orders/E-Commerce through the process prescribed in Q&A #4.

Additionally, if submitting such an exception or deviation to online ordering, Proposers must still detail how they provide secure payment processing; multi-tier approval workflows; real-time pricing and inventory.

Q8: Feb 5th is a tight deadline especially for legal review for non-incumbent bidders. Is there a possibility for an extension?

A8: Yes. The submittal deadline is revised to 2:00 PM EST February 26, 2026.

Q9: Can you please provide some more details on how the pricing structure needs to be presented on the RFP. If you are looking for a discount off per category, is a price list required or is a website sufficient? We sell all of these categories; however, we don't have a published price list, the list would be endless.

Some categories, such as consumables, we have very discounted pricing , being that we manufacture many of these ourselves and we work with major brand name companies as well. How do you want the pricing to be presented, do you offer a list of items you would be purchasing?

A9: This solicitation seeks to award one (1) Supplier per Lot capable of meeting the broad scope of procurement needs at a national cooperative scale. As such, there is

no set list of items anticipated for multiple Participating Entities on a national scale. This is why suppliers are to propose all products in-scope for each Lot.

Proposers need to submit a verifiable price list. If it is overly burdensome to complete the Proposed Price List tab in Section O – Cost Proposal Workbook (EXCEL), a proposer may provide a link to their catalog. The catalog must have list/MSRP prices.

Q10: Before preparing our bid, we wanted to ask for clarification on the specific medical supplies and product categories Broome County is seeking under this solicitation. Could you please advise whether there is a product list, line-item breakdown, or specification document that outlines the items to be included in the bid?

Additionally, please let us know if bidders are expected to submit pricing for all medical supply categories or only select items.

A10: Please refer to the Instructions tab of Section O – Cost Proposal Workbook (EXCEL). Suppliers are to provide their full catalog of products in response to the Solicitation scope (Appendix B, Section F, 13. Scope of Work) under the Proposed Price List tab. This represents the proposed national offerings.

Please refer to the Broome Ref Tab and Quote for Broome tab in Section O – Cost Proposal Workbook (EXCEL). The Broome Ref Tab provides the specification requirements of products sought by Broome County under the resulting Contract. Proposed pricing to Broome shall not exceed the proposed net NTE pricing on the Proposed Price List tab; the quote to Broome is effectively an RFQ against the Proposed Price List for the national cooperative.

Q11: Can you clarify if we are required to provide all items listed in the lot that we are bidding for? Are we able to bid for just some of the items within a lot?

Will the awarded provider be initially providing on a national level or only if the need arises?

A11: Please refer to the responses in Q&A #1, 2 & 9.

Q12: Are the documents required for submission limited to those listed in the checklist? Should the New Jersey Business Compliance attachments be submitted only upon award.

A12: While a good faith effort has been made to compile all necessary forms in the Checklist tab of Section N – Technical Proposal Workbook (EXCEL), required information, and signatures needed in the submission requirements as shown in this Checklist, it remains the respondent's responsibility to thoroughly review the solicitation document, submission requirements, and electronic posting, if applicable, to ensure that all required items, information, acknowledgments, and signatures are accurately included in their submission. New Jersey Business Compliance attachments are to be submitted with the proposal.

Q13: Is a Technical Proposal required to be included in the bid submission.

A13: Yes. The Technical Proposal (Section N - Technical Proposal Workbook (EXCEL)) accounts for 70% of the total score. Failure to submit a Technical Proposal will render a submission unresponsive and will result in disqualification.

Q14: In Section O, Cost Proposal Workbook, Subcontractor Information, if there are no subcontractors, should we indicate N/A.

A14: Yes.

Q15: In Section O, Discount Chart, Volume Discount Tiers, should we enter percentages only.

A15: Yes.

Q16: In Section O, Proposed Price List, should we list all items included in the Quote. We would like to confirm the intended distinction between the Quote and the Proposed Price List.

A16: Please refer to the responses in Q&A #2 & 10.

Q17: Will Broome County consider Medline branded incontinence in addition to the Attends as they are equals and we would be able to provide a better value?

A17: Please make note in your proposal, using Column L in the Quote for Broome tab of Section O – Cost Proposal Workbook (EXCEL), if you intend to propose an additional brand.

Q18: We look to see if an extension of 30-45 days is possible. Reasoning is based on our Compliance and Audit teams to allow for a longer turn around.

A18: The submittal deadline is revised to 2:00 PM EST February 26, 2026. This is 57 days since the release of the Solicitation.

Q19: For incontinence products (such as adult briefs and pull-ups), are vendors permitted to recommend equivalent or substitute products? If so, will submission of samples for the proposed substitutes be sufficient for evaluation?

A19: Please refer to Q&A #17.

Q20: For all alternate manufacturer recommendations proposed against the requested manufacturer, is it mandatory to submit product samples for evaluation?

A20: Mandatory product samples are not addressed in the solicitation or Broome's specific requirements.

The language regarding substitutions are as follows:

Solicitation, Appendix B, Section F, 13.1.3 Product Substitutions: *Awarded Supplier must obtain written approval from Participating Entities for any proposed Product substitutions. Product substitutions must be equivalent to or better than the original Product and offered at the same pricing structure.;*

Solicitation, Appendix B, Section G, 1. Proposal Submission, G: Notice – references Samples **when requested;**

AND

Section O - Cost Proposal Workbook - Broome Ref Tab: *In the event a specified manufacturer's product listed in the contract becomes unavailable or cannot be*

supplied by the contractor for any reason (except as provided for in the Savings/Force Majeure Clause), a product deemed in writing by the Broome County to be equal to or better than the specified product must be substituted by the contractor at no additional cost or expense. Unless otherwise specified, any substitution of product prior to Broome County's approval may be cause for termination of Contract.

Therefore, samples **may** be requested.

Q21: Regarding the ordering process, will Broome County require vendors to maintain an online ordering system/portal, or will purchase orders primarily be issued via email?

Q21: Please refer to Q&A #4 & 7.

When issued, this Addendum #2 shall automatically become a part of the solicitation documents and shall supersede any previous specification(s) and/or provision(s) in conflict with the Addendum. By submitting a proposal to this solicitation, respondents shall be deemed to have received all Addenda and to have incorporated them into their proposals.

The new submittal deadline is: 2:00 PM EST February 26, 2026.

Signature: _____

Printed Name: _____

Date: _____

Company/Firm: _____

Title: _____