



The Culture of Care

ERIE COUNTY MEDICAL CENTER CORPORATION

REQUEST FOR PROPOSALS

SPINE IMPLANTS

NOVEMBER 14, 2016

RFP # 21616

The deadline for submission of proposals is **TUESDAY, DECEMBER 6, 2016 at 11:00 A.M. EST.** Submit one (1) sealed paper copy and one (1) electronic copy (on flash drive or CD-ROM) of the proposal to:

Erie County Medical Center Corporation
Attention: Sarina M. Rohloff
462 Grider Street - Room G-140
Buffalo, New York 14215

LATE OR INCOMPLETE BIDS WILL NOT BE ACCEPTED

Mark in left hand corner of envelope:

RFP # 21616

Due: December 6, 2016

Submitted by: _____

In accordance with State Finance Law Sections 139-j and 139-k, the designated contact for this RFP is listed below. All questions regarding this RFP must be submitted in writing to the designated contact within the timeframes set forth in the RFP Schedule located at Section 3 of this RFP. Copies of questions and responses will be issued to all respondents as an Addendum to this RFP as set forth in the RFP Schedule.

Designated contact: Sarina M. Rohloff, RFP/IFB Coordinator (Srohloff@ecmc.edu)

1. BACKGROUND

- 1.1 Erie County Medical Center Corporation (“ECMCC”), located in Buffalo, New York, is a public benefit corporation, created by state law on July 22, 2003. ECMCC previously operated as a department of the County of Erie, New York.
- 1.2 ECMCC has 550 inpatient acute, psychiatric, rehabilitation, and alcohol rehabilitation beds. ECMCC has more than 40 outpatient specialty care clinics with both on-site and off-site locations. In addition, ECMCC operates Terrace View, a skilled nursing facility with 390 beds.
- 1.3 As a regional Trauma Center, ECMCC brings a special expertise and a high level of medical and surgical skill to every patient care department in the Hospital, from the Burn Treatment Center to the Spinal Cord Injury Unit to the 24/7 Angioplasty Program.
- 1.4 As the medical emergency response system for the entire county, ECMCC has one of the largest emergency departments in Western New York, with 29 exam rooms, including four for trauma, and a “fast track” program available for less critical emergencies.
- 1.5 ECMCC’s Regional Burn Treatment Center is the only unit of its kind in Western New York. With 24 hour burn care by a specially trained burn healthcare team, extensive rehabilitation programs, and comprehensive psychosocial support, the Burn Center is an integral part of ECMCC’s trauma services.
- 1.6 ECMCC is affiliated with the State University of New York at Buffalo and is recognized as a major teaching hospital in Western New York.

2. RESERVATION OF RIGHTS:

- 2.1 ECMCC reserves the right to qualify multiple respondents.
- 2.2 ECMCC reserves the right to reject any and all proposals submitted in response to this Request for Proposals (“RFP”).
- 2.3 ECMCC reserves the right to terminate this RFP process at any time.
- 2.4 ECMCC reserves the right to waive any non-conformity with the requirements of this RFP.
- 2.5 ECMCC reserves the right to seek clarification from a respondent at any time throughout the RFP process for the purpose of resolving ambiguities or questioning information presented in the proposal.
- 2.6 ECMCC reserves the right to apportion the award among one or more respondents.

3. RFP SCHEDULE:

| | |
|-----------------------------|----------------------------|
| RFP Issued: | Monday, November 14, 2016 |
| Deadline for Questions: | Monday, November 21, 2016 |
| Answers Issued by Addendum: | Tuesday, November 29, 2016 |
| Proposals Due: | Tuesday, December 6, 2016 |
| Contract Award: | TBD |

4. SCOPE OF SERVICES/SPECIFICATIONS:

This Request for Proposal (“RFP”) states the instructions for submitting information, the procedures and criteria by which a supplier(s) will be selected, and the terms and conditions by which ECMCC proposes to govern the relationship between itself and the selected supplier(s). ECMCC is sending this RFP to preferred suppliers. Based on the responses, ECMCC or a designated agent may conduct additional clarification discussions and narrow the list before awarding a contract.

2. Background

ECMCC has undertaken a process to review the quality and costs associated with the delivery of care for various high volume, high cost patient populations. We have engaged physician leadership in this process to assure they have an understanding of the steps we are taking to reduce costs, and they have offered their support. In Orthopedics, a central focus of this program is the cost of providing Spine Implants implant supplies. As a current business partner or prospective business partner with ECMCC, you are requested to provide a pricing proposal.

Our goal in this effort is to identify a supplier(s) wishing to engage in a business partnership with ECMCC and supply high-quality Spine Implants implant supplies at cost-effective pricing. It is only through this collaboration that we can work together towards the mutual goals of optimum care and best clinical outcomes for the ECMCC community.

3. Multiple Awards

ECMCC may award more than one company a product sales agreement. A contract will be signed and sales are expected to begin on or around December, 2016 based on a mutually agreed upon schedule. Neither ECMCC nor supplier(s) is obligated to enter into an agreement by this date. The initial contract term will be two (2) years, with the option for one (1) additional year renewal.

4. Supplier Participation

Suppliers who are actively engaged in the RFP process, including but not limited to, verbal or email acknowledgement of the RFP, verbal or email inquiries regarding the RFP, and email responses to RFP are deemed to be Participating Suppliers (“Participating Suppliers”).

ECMCC or its agent reserves the right to ask for further information from the supplier(s) either in writing or verbally, at any point during the selection process. Failure to provide all required information may result in disqualification for award consideration.

Any questions about this RFP from the time the RFP is distributed until an award is made should be directed to Sarina M. Rohloff, RFP/IFB Coordinator, via e-mail (Srohloff@ecmc.edu).

ECMCC may cancel this initiative without any cost or obligation at any time until an award is made. In the event an agreement cannot be reached with selected supplier(s), ECMCC reserves the right to select an alternative supplier(s) or to decline to make any award.

This RFP may not be distributed, reproduced, or advertised for any purpose without the prior written permission of ECMCC or its agent.

5. Products Covered

Spine Implants Implants

- Cervical – anterior products (screws, plates)
- Cervical – posterior products (screws, plates, rods, hooks)
- Lumbar products (screws, plates, hooks)
- Interbody fusion devices
- Artificial disc replacement
- Minimally invasive products
- Other related spinal implants and accessories
- Kyphoplasty

6. Goal/Key Criteria

Please provide pricing for the options listed below. A pricing exhibit labeled “ECMCC Spine Implants Pricing Form” has been attached as Attachment A. Please reference the prices requested when providing your response and *include a complete line item price file on the tab requested.*

Products currently used at ECMCC have been assigned to specific categories. In the attached ECMCC Pricing Exhibit, locate the appropriate category to which your products align, and provide your response. As a part of this cost saving initiative, ECMCC physicians have been an integral part of product categorization.

ECMCC expects that optimal proposed value will be factored into line item SKU pricing. Rebates or bulk buy opportunities will not be considered. All implant accessory costs will be included in the price for the generator, and shall not result in an increase of line item SKU pricing.

- A. No Commitment:** Please provide a price by category with no volume commitment in reference to the categories offered in the attached Pricing Exhibit. Price is to be met and not include rebates.
- B. Capitated Price Matrix:** Please indicate your acceptance of the Capitated Price provided for each category in the Pricing Form. Only the capitated prices indicated for each category on the Pricing Exhibit will be accepted.
- C. Contract Awards will be made to invited Suppliers with the highest percentage of accepted capitated price categories.** Non-awarded suppliers, or non-awarded product categories, will be excluded from the contract.
- D. Non-Awarded products** must be removed from ECMCC by the Supplier within 10 days of the Spine Implants Contract Award date.

7. Terms & Conditions

- A. If your company is on the Vizient National GPO Spine Implant Contracts, those T&C's will be used for this RFP through the LOP process described in the contract summary as found on the Vizient MarketPlace Procure website.
- B. If your company does not have a national Spine Implant GPO contract with Vizient then
Please provide a Supply Agreement along with your pricing response to this RFP.

The following terms and conditions are required by ECMCC to be included in your proposed Supply Agreement.

- 1) Firm fixed pricing without rebates for the term of the agreement is required.
- 2) Pricing should be guaranteed for two (2) years, with the option for one (1) additional year.
- 3) ECMCC shall not have a price increase on any line item.
- 4) In the event that market forces drive down market prices, ECMCC will expect the supplier(s) to maintain market competitive pricing.
- 5) ECMCC expects the supplier(s) to make available its latest technology at a mutually agreeable price and not to withhold any technology once it has been FDA approved.
- 6) **New technology** will not be introduced without prior review and approval of ECMCC based on its established new technology policy.
- 7) Should **new technology** become available, ECMCC will conduct an evaluation to determine if the product meets facility criteria and clinical needs. This evaluation may also include in-service education and/or clinical trials. If accepted, final pricing and product conversion (if required) will be negotiated based on the contract pricing of the nearest comparable product or construct for which pricing has been mutually agreed upon at the time of release.
- 8) Invoices that contain Spine Implants implant products that are not listed as approved products on the Spine Implants contract, or which did not receive written approval prior to use, will be returned to the Supplier for correction.
- 9) During the contract period, a supplier may release **new versions of existing technology**. If it is determined that a new release causes an existing product to become obsolete, the supplier will provide the updated device at the existing contract price.
- 10) Implants and related supplies will be consigned, at no cost, in mix and quantity as appropriate to support the program and without any additional fees such as routine shipping/handling or freight charges.
- 11) All sizes of components will be included in the Spine Implants categories unless otherwise indicated on the RFP.
- 12) All Revision Products will be included, at the line item level, in the price file at 50% off the 2015 Supplier List Price for such revision items.
- 13) Outdated products held in consignment will be replaced at the expense of the supplier(s).
- 14) Suppliers shall provide ALL instrumentation trays necessary to perform any surgical procedure with implants listed on the price template (Pricing Exhibit) at no additional cost.
- 15) Supplier(s) will provide a fifty percent (50%) discount off capitated pricing for open and unused items (i.e. wasted, opened, or unused implants).
- 16) Supplier(s) will replace products that do not function properly or are deemed unacceptable due to inferior quality.

- 17) Freight is F.O.B. Destination, freight pre-paid standard next day delivery. Shipping costs are the responsibility of the supplier(s).
- 18) Sales under this agreement between ECMCC and supplier(s) will be reported to Vizient Inc. for the purpose of any fees if applicable.
- 19) Payment terms are net sixty (60) days after receipt of invoice.
- 20) Supplier(s) must continue to respect and comply with all ECMCC procedures.
- 21) Supplier(s) representative support must be adequate to meet the needs of the ECMCC.
- 22) A Termination Clause will be included in the agreement allowing either party to terminate the agreement without cause by providing ninety (90) day written notice to the other party.

8. Closing Date

SUPPLIERS MUST RESPOND IN THE REQUIRED FORMAT AND SHOULD NOT MODIFY ANY FIELDS IN THE PRICING EXHIBIT. RESPONSE SHOULD INCLUDE A DETAILED LINE ITEM PRICE LIST IN ELECTRONIC EXCEL FORMAT.

Please return proposal to ECMCC no later than 11am EST, Tuesday, December 6, 2016

Failure to respond by the time and date specified or failure to comply with the procedures specified herein constitutes cause for rejection of the proposal.

If confidential or proprietary information is included in the proposal, it should be clearly delineated in writing.

Proposals submitted will be the property of ECMCC and will not be returned.

9. Acceptance of Pricing

ECMCC reserves the right to accept or to decline to accept any offers received at its sole option without discussions based on initial offers. **ECMCC and its designated agent reserve the right to conduct clarifying discussions with one or more suppliers.** Such discussions may require amendment to price or other terms.

Proposals must be valid for 90 days.

ECMCC is under no obligation to disclose the reasoning behind the accepted proposal or lack thereof.

5. PROPOSAL REQUIREMENTS:

5.1 Proposals must include the following information:

- 5.1.1 The deliverables described in Section 4 (Scope of Services/Specifications).
- 5.1.2 Company profile including organizational chart indicating persons who will be assigned to work with ECMCC and their resumes, including length of time with the organization.
- 5.1.3 Length of time respondent has been in business.

- 5.1.4 Detailed fee schedule and all fees incurred for the deliverables included in this RFP.
 - 5.1.5 Three (3) references of facilities similar in size and scope to ECMCC that may be contacted by ECMCC to discuss respondent's services.
 - 5.1.6 Disclose whether respondent has ever had a contract terminated and if so, provide a detailed explanation of the contract and circumstances surrounding termination.
 - 5.1.7 Disclose whether any shareholder, director, officer or employee is currently employed by ECMCC, or was an employee of ECMCC during the two (2) year period preceding the date of the proposal, and if any shareholder, director, officer or employee is a member of any governing board of ECMCC or its affiliates.
 - 5.1.8 Disclose any other areas that may be a potential conflict of interest.
 - 5.1.9 Describe all contracts, affiliations, referral arrangements or other business relationships the respondent has with any hospital, health care system or health care provider with offices or facilities in Western New York.
- 5.2 The following forms must be submitted with each proposal:
- 5.2.1 M/WBE Utilization Plan - Form MWBE 100 (Exhibit A-1) (see Section 7 below).
 - 5.2.2 Respondent Data Form (Exhibit B).
 - 5.2.3 Non-Collusive Bidding Certification (Exhibit C).
 - 5.2.4 Disclosure, Affirmation and Certification in accordance with State Finance Law §§ 139-j and 139-k (Exhibit D).
 - 5.2.5 Not-for-profit budget form (Exhibit E) (note this form is only required if the respondent is a not-for-profit corporation).

6. M/WBE REQUIREMENTS AND DIVERSITY PRACTICES:

- 6.1 Equal Opportunity and Minority/Women-Owned Business Enterprise Utilization. ECMCC is committed to promote equality of economic opportunity for minority group members and women, and the facilitation of minority and women-owned business enterprise ("MWBE") participation. In accordance with Article 15-A of the New York State Executive Law and the regulations set forth at 5 NYCRR Parts 140-144, by submitting a proposal, the respondent agrees to be bound by the provisions set forth in Exhibit A to this RFP.
- 6.2 M/WBE Utilization Plan. If Exhibit A reflects that M/WBE participation goals apply to this RFP, Respondents are required to submit an M/WBE Utilization Plan (see Exhibit A-1) with their proposal in accordance with 5 NYCRR 142.6(a). The M/WBE Utilization

Plan should list each NYS Certified M/WBE the respondent intends to utilize to perform the contract, a description of the scope of work to be performed by each M/WBE, and the estimated or, if known, actual dollar amounts to be paid to each M/WBE. Respondents shall utilize M/WBEs as subcontractors, subconsultants, suppliers, and/or enter into joint venture or teaming agreements with M/WBEs in order to comply with the M/WBE utilization requirements set forth in Exhibit A.

- 6.3 M/WBE Respondents. In the event that a respondent is a certified M/WBE, the respondent must nevertheless utilize at least one other MBE or WBE firm to satisfy the total M/WBE goals of the RFP. For example, if the respondent is a certified MBE, the respondent must engage WBE participation to satisfy the MBE portion of the goal. If the respondent is a WBE, the respondent must engage MBE participation in order to satisfy the WBE portion of the goal.
- 6.4 Excluded Contracts. Certain procurements are excluded from M/WBE participation. The goals for each RFP are reflected in Exhibit A of this RFP. In the event that Exhibit A reflects a zero percent (0%) utilization goal applicable to this RFP, the RFP is for an expenditure that is excluded from ECMCC's M/WBE program and respondents are not required to submit an MWBE Utilization Plan. However, under all circumstances, respondents are encouraged to solicit MWBE utilization and to submit an M/WBE Goal Plan, and ECMCC may consider respondent's proposed M/WBE utilization in determining which proposal represents the best value to ECMCC.
- 6.5 Diversity Practices. Respondents are encouraged to submit information regarding vendor's diversity practices, which ECMCC may consider in determining which proposal represents the best value to ECMCC.
- 6.6 Not-for-profit respondents. Any services that are self-performed by a not-for-profit respondent (i.e., services not procured in the open market) in response to this RFP, as well as any personal services, rent, and utilities costs related to this procurement, are exempt from the M/WBE goals that have been assigned to this procurement. After exempting personal services, rent, utilities and self-performance, M/WBE goals will still attach to the entire remainder of the funds of the procurement.

(For example, if the respondent's proposal for this procurement is \$100,000, and \$80,000 of this amount is comprised of personal services, rent, utilities and self-performance by the not-for-profit, then the remaining \$20,000 would still be subject to the M/WBE goals assigned in this contract.)

This exception applies solely to not-for-profit respondents. For the purposes of calculating which funds shall still be subject to M/WBE requirements, all not-for-profit respondents should fill out and return the attached Exhibit E.

Respondents who are for-profit organizations are still required to apply the M/WBE goals to the full amount of this procurement in their proposals. Please note that all parties are still responsible for submitting utilization plans (as detailed in Exhibits A and A-1) with their proposals that cover all services that are not exempt as described in the above.

7. GENERAL INSTRUCTIONS TO RESPONDENTS:

- 7.1 **The proposal** must be submitted following the outline format of the RFP (i.e. answer questions and submit requirements in the same order and under the same heading as the

outline), or the response will not be considered. The response must be typed and original autograph signatures in ink are required. Facsimile or rubber stamp signatures will not be accepted.

- 7.2 **Any change in wording or interlineations by a respondent of the inquiry** as published by ECMCC shall be reason to reject the proposal of such respondent, or in the event that such change in the RFP is not discovered prior to entering into a contract, to void any contract entered into pursuant to such RFP.
- 7.3 **For the purpose of determining which respondent is the lowest qualified responsible vendor**, it shall be the obligation of all respondents to present information and documentation to ECMCC to establish that the respondent possesses sufficient capital resources, skill, judgment and experience to perform the work or deliver the material, as per the RFP scope of services and specifications. ECMCC does not obligate itself to accept the lowest or any other proposal.
- 7.4 **Failure to perform** or meet delivery schedules as per the accepted proposal may result in legal action by ECMCC to recover damages.
- 7.5 **No taxes are to be billed to ECMCC.** Proposals shall not include any Federal, State or local excise, sales, transportation or other tax, unless Federal or State law specifically levies such tax on purchases made by a political subdivision. The ECMCC purchase order is an exemption certificate. Any applicable taxes from which ECMCC is not exempt shall be listed separately as cost elements and added into the total net price.
- 7.6 **The successful respondent may not assign, transfer, convey, sublet or otherwise dispose** of any contract awarded pursuant to this RFP, or respondent's, right, title, or interest therein, or respondent's power to execute such contract, to any other person or corporation without ECMCC's prior written consent. An assignment or transfer without ECMCC's prior written consent shall revoke and annul such contract, and ECMCC shall be relieved and discharged from any and all liability and obligations under such contract to the contractor, and to the person or corporation to which the contract has been assigned, transferred, conveyed, sublet or otherwise disposed of, and the contractor, and his assignees, transferees or sublessees shall forfeit and lose all moneys earned under such contract, except so much as may be required to pay his employees. The provisions of this section shall not hinder, prevent, or affect an assignment by any such contractor for the benefit of his creditors made pursuant to the laws of the State of New York.
- 7.7 **The successful respondent shall comply with all laws, rules, regulations and ordinances** of the Federal Government, the State of New York and any other political subdivision or regulatory body which may apply to its performance under this contract.
- 7.8 **Insurance** shall be procured by the successful respondent before commencing work and no later than fourteen (14) days after notice of award, which insurance shall be maintained without interruption for the duration of the Contract in the kinds and amounts specified by ECMCC. If the insurance is not provided in acceptable form within this period of time, then the Director of Purchasing may declare the vendor non-responsible and award the contract to the next lowest responsible vendor. Certificates of insurance shall be furnished by the successful respondent in conformity with the ECMCC Standard Insurance Certificate.

- 7.9 **Any cash discount** which is part of a proposal will be considered as a reduction in price in determining the award of the proposal.
- 7.10 **ECMCC may, as the need arises, through the Director of Purchasing, order changes** in the work through additions, deletions or modifications without invalidating the contract. Compensation, as it may be affected by any change, shall be adjusted by agreement between the contractor and ECMCC through the Director of Purchasing.
- 7.11 **Any additional information** which the respondent desires to add to the response shall be attached to and submitted with the formal sealed response on a separate sheet of paper.
- 7.12 **The successful respondent** to whom a contract is awarded shall defend, hold harmless and indemnify ECMCC and its agents and employees from and against all claims, damages, losses or causes of action arising out of or resulting from such vendor's performance pursuant to such contract.
- 7.13 **All contractors** who will perform services at any of ECMCC facilities must be credentialed through ECMCC's chosen credentialing service at contractor's expense.
- 7.14 **The proposal is firm and irrevocable for a period of 60 days** from the date and time of the proposal opening. If a contract is not awarded within the 60 day period, a respondent to whom the contract has not been awarded may withdraw his proposal by serving written notice of his intention to do so upon the ECMCC Purchasing Department.
- 7.15 **Prices charged to ECMCC** are to be no higher than those offered to any other governmental or commercial consumer. If respondent's organization has a New York State or a Federal GSA contract for any of the items covered in this RFP or any similar items, respondent shall so indicate in its proposal and supply a copy of such contract within five (5) days of a request by ECMCC.
- 7.16 **Price is firm.** The unit prices shall remain firm, and any other pricing, quote or charges in the proposal shall also remain firm, for delivery of the equipment, material, work or services described in this RFP. No cost increase not covered in the proposal shall be charged for any reason whatsoever unless agreed upon by ECMCC.
- 7.17 **Extension of price protection.** Any contract entered into pursuant to this RFP to supply the ECMCC requirements of goods and/or services for a definite period of time as stated in the attached specifications may be extended for not more than two (2) successive periods of equal length at the same proposal price upon the mutual agreement of the successful respondent and ECMCC. All extensions shall be submitted in writing and shall have prior approval by the ECMCC Director of Purchasing.
- 7.18 **In executing this proposal,** the respondent affirms that all of the requirements of the specifications are understood and accepted by the respondent, and that the prices quoted include all required materials and services. The undersigned has checked all of the proposal figures and understands that ECMCC will not be responsible for any errors or omissions on the part of the undersigned in preparing the proposal. Mistakes or errors in the estimates, calculations or preparation of the proposal shall not be grounds for the withdrawal or correction of the proposal or proposal security.
- 7.19 **The following executory clause shall be a part of any agreement entered into pursuant to this RFP:**

It is understood by the parties that this agreement shall be executory only to the extent of the monies available to the Erie County Medical Center Corporation and appropriated therefore, and no liability on account thereof shall be incurred by the Erie County Medical Center Corporation beyond the monies available and appropriated for the purpose thereof. It is understood that neither this contract nor any representation by any public employee or officer creates any legal or moral obligation to request, appropriate or make available monies for the purpose of the contract.

- 7.20 **Restrictions on contact during the RFP process.** Pursuant to State Finance Law Sections 139-j and 139-k, this RFP includes and imposes certain restrictions on communication between respondents and ECMCC during the procurement process. A respondent is restricted from making contacts from the date the RFP is issued through the final award and approval of the procurement contract by ECMCC (the "Restricted Period"). During the Restricted Period, respondents may only contact the designated contact regarding this RFP. The designated contact is identified on the cover page of this RFP. Respondents are responsible for reviewing ECMCC's Procurement Disclosure Policy and complying with State Finance Law Sections 139-j and 139-k. Directors, officer and employees of ECMCC are required to record certain information when contacted during the Restricted Period. A review of whether such contacts were permissible contacts will be considered in connection with any determination of responsibility of the respondent. Failure of any respondent to timely certify or to disclose accurate and complete information or the submission of any intentionally false or intentionally incomplete certification may result in the rejection of the contract award or if such contract has been executed, then the immediate termination of the contract. Violations may result in debarment of the respondent from proposing on or obtaining governmental procurement contracts in the State of New York.
- 7.21 **Freedom of Information Law.** During the evaluation process, the content of each RFP will be held in confidence and details of any RFP will not be revealed (except as may be required under the Freedom of Information Law or other State law). The Freedom of Information Law provides for an exemption from disclosure for trade secrets or information the disclosure of which would cause injury to the competitive position of commercial enterprises. This exception would be effective both during and after the evaluation process. If the proposal contains any such trade secrets or other confidential or proprietary information, the respondent must submit a request to exempt such information from disclosure. Such request must be in writing, must state the reasons why the information should be exempt from disclosure and must be provided at the time of submission of the subject information. Requests for exemption of the entire contents of a proposal from disclosure have generally not been found to be meritorious and are discouraged. Respondents must limit any requests for exemption of information from disclosure to bona fide trade secrets or specific information, the disclosure of which would cause a substantial injury to the respondent's competitive position. ECMCC assumes no responsibility for disclosure of unmarked data for any purpose. ECMCC will review such designations in making its determination whether disclosure is required, which determination shall be binding on the respondent.

Attachment A

ERIE COUNTY MEDICAL CENTER SPINE RFP EXHIBIT

Supplier Instructions: Please break out your current catalog into the categories listed below at the line item level

| Formulary Category | Formulary Category Definitions / Inclusions Include: all design types and materials | Target Price | Vendor Response |
|----------------------------------------------------------|-----------------------------------------------------------------------------------------|--------------|-----------------|
| Cervical Anterior Plate 1 Level | Any plate type (translational, constrained, semi-constrained, hybrid), and all profiles | \$660 | |
| Cervical Anterior Plate 2 Level | Any plate type (translational, constrained, semi-constrained, hybrid), and all profiles | \$738 | |
| Cervical Anterior Plate 3 Level | Any plate type (translational, constrained, semi-constrained, hybrid), and all profiles | \$801 | |
| Cervical Anterior Plate 4 Level | Any plate type (translational, constrained, semi-constrained, hybrid), and all profiles | \$915 | |
| Cervical Anterior Plate 5 Level | Any plate type (translational, constrained, semi-constrained, hybrid), and all profiles | \$1,000 | |
| Cervical Anterior Screws | Bone Screw - all types | \$125 | |
| Cervical Occipital Plate | | \$1,800 | |
| Cervical Occipital Rods | | \$410 | |
| Cervical Occipital Screws | | \$125 | |
| Cervical Posterior Nut/Cap/Set Screw including MIS | All set/locking screws need to be labeled with accompanying screw that they go to | \$62 | |
| Cervical Posterior Pedicle Screws | | \$588 | |
| Cervical Posterior Pedicle Screws MIS | | \$738 | |
| Cervical Posterior Rod including MIS and COCR | All materials | \$175 | |
| Corpectomy - Cervical Corpectomy - Screw | | \$102 | |
| Corpectomy - Cervical Corpectomy - Center/Core/Main/Body | include all designs / models /material | n/a | |
| Corpectomy - Cervical Corpectomy - Cover/End Plate | include all designs / models /material | n/a | |
| Corpectomy - Cervical Corpectomy - End Body | include all designs / models /material | n/a | |
| Corpectomy - Cervical Corpectomy - Whole Device | include all designs / models /material | n/a | |
| Corpectomy - Cervical Corpectomy - Mesh | include all designs / models /material | n/a | |
| Corpectomy - Cervical Corpectomy - Stackable | include all designs / models /material | \$2,897 | |

ERIE COUNTY MEDICAL CENTER SPINE RFP EXHIBIT

Supplier Instructions: Please break out your current catalog into the categories listed below at the line item level

| Formulary Category | Formulary Category Definitions / Inclusions Include: all design types and materials | Target Price | Vendor Response |
|---------------------------------------------------------------|-------------------------------------------------------------------------------------------|--------------|-----------------|
| Corpectomy - Lumbar Corpectomy - Screw | include all designs / models /material | \$144 | |
| Corpectomy - Lumbar Corpectomy - Cover/End Plate/End Ring | include all designs / models /material | \$345 | |
| Corpectomy - Lumbar Corpectomy - Whole Device | include all designs / models /material | \$2,038 | |
| Corpectomy - Lumbar Corpectomy Center - Center/Core/Main/Body | include all designs / models /material | \$4,500 | |
| Corpectomy - Lumbar Corpectomy - End Body | include all designs / models /material | n/a | |
| Corpectomy - Lumbar Corpectomy - Mesh | include all designs / models /material | \$2,769 | |
| Corpectomy - Lumbar Corpectomy - Stackable | include all designs / models /material | n/a | |
| Disc - Cervical - Whole Device | all parts priced separately must roll up to target price for whole device | \$4,319 | |
| Disc - Lumbar - Whole Device | all parts priced separately must roll up to target price for whole device | \$5,333 | |
| Facet Fixation - Screws | | \$442 | |
| Facet Fixation - System | Whole device/system | \$118 | |
| IBF - Cervical - Bone | machined bone / designs | \$833 | |
| IBF - Cervical - Non-Bone | include all designs / models /material | \$700 | |
| IBF - Cervical Stackable - Body | include all designs / models /material | \$785 | |
| IBF - Cervical Standalone - Coverplate, Endplate | | \$1,096 | |
| IBF - Cervical Standalone - Body | | \$2,268 | |
| IBF - Cervical Standalone - Screw | | \$148 | |
| IBF - Lumbar - Bone | | \$2,923 | |
| IBF - Lumbar Anterior Standalone - Body | | \$4,000 | |
| IBF - Lumbar Anterior Standalone - Screw | | \$245 | |
| IBF - Lumbar Anterior Standalone - Cover/Endplate | | \$855 | |
| IBF - Lumbar Lateral Standalone - Body | | \$4,822 | |
| IBF - Lumbar Lateral Standalone - Cover/End Plate | | \$3,740 | |
| IBF - Lumbar Lateral Standalone - Screw | | \$393 | |
| IBF - Thoracic/Lumbar Expandable - Whole Device | all parts priced separately must roll up to target price for whole device | \$4,524 | |
| IBF - Lumbar Lateral Expandable - Whole Device | all parts priced separately must roll up to target price for whole device | \$5,200 | |
| IBF - Thoracic/Lumbar - Non-Bone ALIF | include all designs / models /material | \$1,900 | |
| IBF - Thoracic/Lumbar - Non-Bone PLIF | include all designs / models /material | \$2,500 | |

ERIE COUNTY MEDICAL CENTER SPINE RFP EXHIBIT

Supplier Instructions: Please break out your current catalog into the categories listed below at the line item level

| Formulary Category | Formulary Category Definitions / Inclusions Include: all design types and materials | Target Price | Vendor Response |
|-------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|--------------|-----------------|
| IBF - Thoracic/Lumbar - Non-Bone TLIF | include all designs / models /material | \$3,500 | |
| IBF - Thoracic/Lumbar Lateral | Extra large size for lateral insertion w/o screws | \$4,019 | |
| Lumbar Posterior Nut/Cap/Set Screw | | \$65 | |
| Lumbar Posterior Nut/Cap/Set Screw - MIS | | \$65 | |
| Lumbar Posterior Pedicle Screw - Monoaxial | | \$436 | |
| Lumbar Posterior Pedicle Screw - Polyaxial | | \$635 | |
| Lumbar Posterior Pedicle Screw - Polyaxial MIS | | \$835 | |
| Lumbar Posterior Rods, Cobalt Chrome | Cobalt Chrome | \$205 | |
| Lumbar Posterior Rods, Cobalt Chrome MIS | Cobalt Chrome | \$458 | |
| Lumbar Posterior Rods, Metal, Pre-cut | All metal materials | \$173 | |
| Lumbar Posterior Rods, Metal MIS | All metal materials | \$175 | |
| Lumbar Posterior Rods, Peek | Peek | \$372 | |
| Lumbar Posterior Unassembled Pedicle Screw Head/Tulip/Connector including MIS | | \$489 | |
| Lumbar Posterior Unassembled Pedicle Screw Post | | \$385 | |
| Lumbar Posterior Unassembled Pedicle Screw Post MIS | | \$391 | |
| Miscellaneous - Cables | | \$323 | |
| Miscellaneous - Crosslink / Connector | cervical and lumbar | \$618 | |
| Miscellaneous - Guide Wires | | \$119 | |
| Miscellaneous - Hooks | lamina, pedicle, transverse process | \$437 | |
| Miscellaneous -Pins, K Wires | instrumentation at no cost | \$0 | |
| Plate - Lumbar Anterior Plate - Screws | includes lumbar/sacral plates | \$303 | |
| Plate - Lumbar Anterior Plate 1 And 2 Level | includes lumbar/sacral plates | \$2,643 | |
| Plate - Lumbar Laminoplasty - Plate | | \$461 | |
| Plate - Lumbar Laminoplasty - Screws | | \$68 | |
| Sacroiliac Fixation Screws | SI Fusion Screws | \$2,246 | |
| Spinous Process Fixation - Device | | \$3,405 | |
| Spinous Process Fixation - Lock Plate | | \$2,197 | |
| Spinous Process Fixation - Post Plate Body | | \$1,465 | |
| Spinous Process Fixation - Set Screw/Barrel | | \$1,134 | |

ERIE COUNTY MEDICAL CENTER SPINE RFP EXHIBIT

Supplier Instructions: Please break out your current catalog into the categories listed below at the line item level

| Formulary Category | Formulary Category Definitions / Inclusions Include: all design types and materials | Target Price | Vendor Response |
|--------------------|---------------------------------------------------------------------------------------------------------------|--------------|-----------------|
| Spine Misc | Drill bits, taps, and temporary fixation pins are to be considered instrumentation and supplied at no charge. | \$0 | |

Note: (1) all implant categories and disposables not included in the above formulary will be discounted by 50% off 2015 price list by line item, (2) formulary pricing will be firm for the term of the agreement including implants/products/priced at 50% off 2015 list price, and (3) in the event any current pricing is lower than the formulary pricing, the current price will supersede the formulary price.

This Information is Proprietary and Confidential Information to Vizient. It is for use solely by the Customer for its internal purposes and not for external distribution and is not to be disclosed, in whole or in part, to third parties without prior written consent from Vizient.

EXHIBIT A

ERIE COUNTY MEDICAL CENTER CORPORATION MWBE AND EEO PROGRAM REQUIREMENTS

I. General Provisions

- A. ECMCC is required to implement the provisions of New York State Executive Law Article 15-A and 5 NYCRR Parts 142-144 (“MWBE Regulations”) for all State contracts as defined therein, with a value (1) in excess of \$25,000 for labor, services, equipment, materials, or any combination of the foregoing or (2) in excess of \$100,000 for real property renovations and construction.
- B. The Contractor agrees, in addition to any other nondiscrimination provision of the Contract and at no additional cost to the ECMCC, to fully comply and cooperate with ECMCC in the implementation of New York State Executive Law Article 15-A. These requirements include equal employment opportunities for minority group members and women (“EEO”) and contracting opportunities for New York State certified minority and women-owned business enterprises (“MWBEs”). Contractor’s demonstration of “good faith efforts” pursuant to 5 NYCRR §142.8 shall be a part of these requirements. These provisions shall be deemed supplementary to, and not in lieu of, the nondiscrimination provisions required by New York State Executive Law Article 15 (the “Human Rights Law”) or other applicable federal, state or local laws.
- C. Failure to comply with all of the requirements herein may result in a finding of non-responsiveness, non-responsibility and/or a breach of contract, leading to the withholding of funds or such other actions, liquidated damages pursuant to Section VII of this Appendix or enforcement proceedings as allowed by the Contract.

II. Contract Goals

- A. For purposes of this procurement, ECMCC hereby establishes an overall goal of 0% for Minority and Women-Owned Business Enterprises (“MWBE”) participation, 0% for Minority-Owned Business Enterprises (“MBE”) participation and 0% for Women-Owned Business Enterprises (“WBE”) participation (based on the current availability of qualified MBEs and WBEs).
- B. For purposes of providing meaningful participation by MWBEs on the Contract and achieving the Contract Goals established in Section II-A hereof, Contractor should reference the directory of New York State Certified MBWEs found at the following internet address:

<http://www.esd.ny.gov/mwbe.html>

Additionally, Contractor is encouraged to contact the Division of Minority and Woman Business Development ((518) 292-5250; (212) 803-2414; or (716) 846-8200) to discuss additional methods of maximizing participation by MWBEs on the Contract.

- C. Where MWBE goals have been established herein, pursuant to 5 NYCRR §142.8, Contractor must document “good faith efforts” to provide meaningful participation by MWBEs as subcontractors or suppliers in the performance of the Contract. In accordance with Section 316-a of Article 15-A and 5 NYCRR §142.13, the Contractor acknowledges

EXHIBIT A

that if Contractor is found to have willfully and intentionally failed to comply with the MWBE participation goals set forth in the Contract, such a finding constitutes a breach of contract and the Contractor shall be liable to ECMCC for liquidated or other appropriate damages, as set forth herein.

III. Equal Employment Opportunity (EEO)

- A. Contractor agrees to be bound by the provisions of Article 15-A and the MWBE Regulations promulgated by the Division of Minority and Women's Business Development of the Department of Economic Development (the "Division"). If any of these terms or provisions conflict with applicable law or regulations, such laws and regulations shall supersede these requirements.
- B. Contractor shall comply with the following provisions of Article 15-A:
 1. Contractor and Subcontractors shall undertake or continue existing EEO programs to ensure that minority group members and women are afforded equal employment opportunities without discrimination because of race, creed, color, national origin, sex, age, disability or marital status. For these purposes, EEO shall apply in the areas of recruitment, employment, job assignment, promotion, upgrading, demotion, transfer, layoff, or termination and rates of pay or other forms of compensation.
 2. The Contractor shall submit an EEO policy statement to ECMCC within forty-eight (48) hours after the date of the notice by ECMCC to award the Contract to the Contractor.
 3. If Contractor does not have an existing EEO policy statement, Contractor may adopt the attached model statement (Minority and Women-Owned Business Enterprises Equal Employment Opportunity Policy Statement).
 4. The Contractor's EEO policy statement shall include the following language:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, creed, color, national origin, sex, age, disability or marital status, will undertake or continue existing EEO programs to ensure that minority group members and women are afforded equal employment opportunities without discrimination, and shall make and document its conscientious and active efforts to employ and utilize minority group members and women in its work force.
 - b. The Contractor shall state in all solicitations or advertisements for employees that, in the performance of the contract, all qualified applicants will be afforded equal employment opportunities without discrimination because of race, creed, color, national origin, sex, age, disability or marital status.
 - c. The Contractor shall request each employment agency, labor union, or authorized representative of workers with which it has a collective bargaining or other agreement or understanding, to furnish a written

EXHIBIT A

statement that such employment agency, labor union, or representative will not discriminate on the basis of race, creed, color, national origin, sex age, disability or marital status and that such union or representative will affirmatively cooperate in the implementation of the Contractor's obligations herein.

- d. The Contractor will include the provisions of Subdivisions (a) through (c) of this Subsection 4 and Paragraph "E" of this Section III, which provides for relevant provisions of the Human Rights Law, in every subcontract in such a manner that the requirements of the subdivisions will be binding upon each subcontractor as to work in connection with the Contract.

C. Staffing Plan

To ensure compliance with this Section, the Contractor shall submit a staffing plan to document the composition of the proposed workforce to be utilized in the performance of the Contract by the specified categories listed, including ethnic background, gender, and Federal occupational categories. Contractors shall complete the Staffing plan form and submit it as part of their bid or proposal or within a reasonable time, but no later than the time of award of the contract.

D. Workforce Employment Utilization Report ("Workforce Report")

1. Once a contract has been awarded and during the term of Contract, Contractor is responsible for updating and providing notice to ECMCC of any changes to the previously submitted Staffing Plan. This information is to be submitted on a quarterly basis during the term of the contract to report the actual workforce utilized in the performance of the contract by the specified categories listed including ethnic background, gender, and Federal occupational categories. The Workforce Report must be submitted to report this information.
2. Separate forms shall be completed by Contractor and any subcontractor performing work on the Contract.
3. In limited instances, Contractor may not be able to separate out the workforce utilized in the performance of the Contract from Contractor's and/or subcontractor's total workforce. When a separation can be made, Contractor shall submit the Workforce Report and indicate that the information provided related to the actual workforce utilized on the Contract. When the workforce to be utilized on the contract cannot be separated out from Contractor's and/or subcontractor's total workforce, Contractor shall submit the Workforce Report and indicate that the information provided is Contractor's total workforce during the subject time frame, not limited to work specifically under the contract.

- E. Contractor shall comply with the provisions of the Human Rights Law, all other State and Federal statutory and constitutional non-discrimination provisions. Contractor and subcontractors shall not discriminate against any employee or applicant for employment because of race, creed (religion), color, sex, national origin, sexual orientation, military status, age, disability, predisposing genetic characteristic, marital status or domestic violence victim status, and shall also follow the requirements of the Human Rights Law

EXHIBIT A

with regard to non-discrimination on the basis of prior criminal conviction and prior arrest.

IV. MWBE Utilization Plan

- A. The Contractor represents and warrants that Contractor has submitted an MWBE Utilization Plan either prior to, or at the time of, the execution of the Contract.
- B. Contractor agrees to use such MWBE Utilization Plan for the performance of MWBEs on the Contract pursuant to the prescribed MWBE goals set forth in Section III-A of this Appendix.
- C. Contractor further agrees that a failure to submit and/or use such MWBE Utilization Plan shall constitute a material breach of the terms of the Contract. Upon the occurrence of such a material breach, ECMCC shall be entitled to any remedy provided herein, including but not limited to, a finding of Contractor non-responsiveness.

V. Waivers

- A. If the Contractor, after making good faith efforts, is unable to comply with MWBE goals, the Contractor may submit a Request for Waiver form documenting good faith efforts by the Contractor to meet such goals. If the documentation included with the waiver request is complete, ECMCC shall evaluate the request and issue a written notice of acceptance or denial within twenty (20) days of receipt.
- B. If the ECMCC, upon review of the MWBE Utilization Plan and updated Quarterly MWBE Contractor Compliance Reports determines that Contractor is failing or refusing to comply with the Contract goals and no waiver has been issued in regards to such non-compliance, ECMCC may issue a notice of deficiency to the Contractor. The Contractor must respond to the notice of deficiency within seven (7) business days of receipt. Such response may include a request for partial or total waiver of MWBE Contract Goals.

VI. Quarterly MWBE Contractor Compliance Report

Contractor is required to submit a Quarterly MWBE Contractor Compliance Report to ECMCC by the 10th day following each end of quarter over the term of the Contract documenting the progress made towards achievement of the MWBE goals of the Contract.

VII. Liquidated Damages - MWBE Participation

- A. Where ECMCC determines that Contractor is not in compliance with the requirements of the Contract and Contractor refuses to comply with such requirements, or if Contractor is found to have willfully and intentionally failed to comply with the MWBE participation goals, Contractor shall be obligated to pay to ECMCC liquidated damages.
- B. Such liquidated damages shall be calculated as an amount equaling the difference between:
 - 1. All sums identified for payment to MWBEs had the Contractor achieved the contractual MWBE goals; and

EXHIBIT A

2. All sums actually paid to MWBEs for work performed or materials supplied under the Contract.
- C. In the event a determination has been made which requires the payment of liquidated damages and such identified sums have not been withheld by the ECMCC, Contractor shall pay such liquidated damages to ECMCC within sixty (60) days after they are assessed by ECMCC unless prior to the expiration of such sixtieth day, the Contractor has filed a complaint with the Director of the Division of Minority and Woman Business Development pursuant to Subdivision 8 of Section 313 of the Executive Law in which event the liquidated damages shall be payable if Director renders a decision in favor of the ECMCC.

**MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISES – EQUAL
EMPLOYMENT OPPORTUNITY POLICY STATEMENT**

M/WBE AND EEO POLICY STATEMENT

I, _____, the (awardee/contractor) _____ agree to adopt the following policies with respect to the project being developed or services rendered at _____

M/WBE This organization will and will cause its contractors and subcontractors to take good faith actions to achieve the M/WBE contract participations goals set by the State for that area in which the State-funded project is located, by taking the following steps:

- (1) Actively and affirmatively solicit bids for contracts and subcontracts from qualified State certified MBEs or WBEs, including solicitations to M/WBE contractor associations.
- (2) Request a list of State-certified M/WBEs from AGENCY and solicit bids from them directly.
- (3) Ensure that plans, specifications, request for proposals and other documents used to secure bids will be made available in sufficient time for review by prospective M/WBEs.
- (4) Where feasible, divide the work into smaller portions to enhanced participations by M/WBEs and encourage the formation of joint venture and other partnerships among M/WBE contractors to enhance their participation.
- (5) Document and maintain records of bid solicitation, including those to M/WBEs and the results thereof. Contractor will also maintain records of actions that its subcontractors have taken toward meeting M/WBE contract participation goals.
- (6) Ensure that progress payments to M/WBEs are made on a timely basis so that undue financial hardship is avoided, and that bonding and other credit requirements are waived or appropriate alternatives developed to encourage M/WBE participation.

EEO (a) This organization will not discriminate against any employee or applicant for employment because of race, creed, color, national origin, sex, age, disability or marital status, will undertake or continue existing programs of affirmative action to ensure that minority group members are afforded equal employment opportunities without discrimination, and shall make and document its conscientious and active efforts to employ and utilize minority group members and women in its work force on state contracts.

(b) This organization shall state in all solicitation or advertisements for employees that in the performance of the State contract all qualified applicants will be afforded equal employment opportunities without discrimination because of race, creed, color, national origin, sex disability or marital status.

(c) At the request of the contracting agency, this organization shall request each employment agency, labor union, or authorized representative will not discriminate on the basis of race, creed, color, national origin, sex, age, disability or marital status and that such union or representative will affirmatively cooperate in the implementation of this organization's obligations herein.

(d) Contractor shall comply with the provisions of the Human Rights Law, all other State and Federal statutory and constitutional non-discrimination provisions. Contractor and subcontractors shall not discriminate against any employee or applicant for employment because of race, creed (religion), color, sex, national origin, sexual orientation, military status, age, disability, predisposing genetic characteristic, marital status or domestic violence victim status, and shall also follow the requirements of the Human Rights Law with regard to non-discrimination on the basis of prior criminal conviction and prior arrest.

(e) This organization will include the provisions of sections (a) through (d) of this agreement in every subcontract in such a manner that the requirements of the subdivisions will be binding upon each subcontractor as to work in connection with the State contract

Agreed to this _____ day of _____, 2_____

By _____

Print: _____ Title: _____

**EXHIBIT A-1
M/WBE UTILIZATION PLAN**

INSTRUCTIONS: This form must be submitted with any bid, proposal, or proposed negotiated contract or within a reasonable time thereafter, but prior to contract award. This Utilization Plan must contain a detailed description of the supplies and/or services to be provided by each certified Minority and Women-owned Business Enterprise (M/WBE) under the contract. Attach additional sheets if necessary.

Offeror's Name:
Address:
City, State, Zip Code:
Telephone No.:
Authorized Representative:
Authorized Signature:

Federal Identification No.:
Location of Work: _____
RFP or Bid No.:
M/WBE Goals in the Contract: 0%

| 1. Certified M/WBE Subcontractors/Suppliers Name, Address, Email Address, Telephone No. | 2. Classification | 3. Federal ID No. | 4. Detailed Description of Work (Attach additional sheets, if necessary) | 5. Dollar Value of Subcontracts/ Supplies/Services and intended performance dates of each component of the contract. |
|--------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|-------------------|-----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|
| 1. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |
| 2. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |
| 3. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |
| 4. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |
| 5. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |
| 6. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |
| 7. | NYS ESD CERTIFIED <input type="checkbox"/> MBE | | | |

| | | | | |
|----|------------------------------------------------------------------------------------------|--|--|--|
| | <input type="checkbox"/> WBE | | | |
| 8. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |
| 9. | NYS ESD CERTIFIED <input type="checkbox"/> MBE <input type="checkbox"/> WBE | | | |

6. IF UNABLE TO FULLY MEET THE MBE AND WBE GOALS SET FORTH IN THE CONTRACT, OFFEROR MUST SUBMIT A REQUEST FOR WAIVER FORM (M/WBE 104).

| | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-----------------------|
| PREPARED BY (Signature): DATE: NAME AND TITLE OF PREPARER (Print or Type): SUBMISSION OF THIS FORM CONSTITUTES THE OFFEROR'S ACKNOWLEDGEMENT AND AGREEMENT TO COMPLY WITH THE M/WBE REQUIREMENTS SET FORTH UNDER NYS EXECUTIVE LAW, ARTICLE 15-A, 5 NYCRR PART 143, AND THE ABOVE-REFERENCED SOLICITATION. FAILURE TO SUBMIT COMPLETE AND ACCURATE INFORMATION MAY RESULT IN A FINDING OF NONCOMPLIANCE AND POSSIBLE TERMINATION OF YOUR CONTRACT. | TELEPHONE NO.: | EMAIL ADDRESS: |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-----------------------|

| | | |
|--|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|
| | FOR ECMCC M/WBE USE ONLY | |
| | REVIEWED BY: | DATE: |
| | UTILIZATION PLAN APPROVED: <input type="checkbox"/> YES <input type="checkbox"/> NO Date: _____ Contract No.: _____ Project No. (if applicable): _____ Contract Award Date: _____ Estimated Date of Completion: _____ Amount Obligated Under the Contract: _____ Description of Work: _____ NOTICE OF DEFICIENCY ISSUED: <input type="checkbox"/> YES <input type="checkbox"/> NO Date: _____ NOTICE OF ACCEPTANCE ISSUED: <input type="checkbox"/> YES <input type="checkbox"/> NO Date: _____ | |

**EXHIBIT B
RESPONDENT DATA**

To facilitate correct drawing and execution of a contract for services, respondents shall supply full information concerning legal status:

Firm Name: _____

Any trade name or assumed name ("d/b/a"): _____

Address of principal office:

Street: _____

City: _____ State: _____

Zip: _____ Phone: _____

Check one:

- CORPORATION
- LIMITED LIABILITY COMPANY
- PARTNERSHIP
- INDIVIDUAL

Formed under the laws of the state of: _____.

If a foreign entity, state whether authorized to do business in the State of New York:

- YES
- NO

Is respondent a New York State certified minority-owned or women-owned business enterprise listed in the online State Directory? (If so, please provide a copy of the NYS Certificate with proposal).

- YES
- NO

Address of Local Office:

Street: _____

City: _____ State: _____

Zip: _____ Phone: _____

Names and addresses of all directors and officers (or managers if an LLC):

Names and percentage ownership interest of all shareholders, partners, or members:

EXHIBIT C
NON-COLLUSIVE BIDDING CERTIFICATION

By submission of this proposal, each respondent and each person signing on behalf of any respondent certifies, and in the case of a joint proposal each party thereto certifies as to its own organization, under penalty of perjury, that to the best of his knowledge and belief:

- 1) The prices in this proposal have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other respondent or with any competitor;
- 2) Unless otherwise required by law, the prices which have been quoted in this proposal have not been knowingly disclosed by the respondent and will not knowingly be disclosed by the respondent prior to opening, directly or indirectly, to any other respondent or to any competitor; and
- 3) No attempt has been made or will be made by the respondent to induce any other person, partnership, limited liability company or corporation to submit or not to submit a proposal for the purpose of restricting competition.

NOTICE

(Penal Law, Section 210.45)

IT IS A CRIME, PUNISHABLE AS A CLASS A MISDEMEANOR UNDER THE LAWS OF THE STATE OF NEW YORK, FOR A PERSON, IN AND BY A WRITTEN INSTRUMENT, TO KNOWINGLY MAKE A FALSE STATEMENT, OR TO MAKE A FALSE STATEMENT, OR TO MAKE A STATEMENT WHICH SUCH PERSON DOES NOT BELIEVE TO BE TRUE.

Affirmed under penalty of perjury this ____ day of _____, 20____.

Authorized Signature

Print Name and Title

EXHIBIT D
STATE FINANCE LAW §§ 139-J AND 139-K
DISCLOSURE, AFFIRMATION AND CERTIFICATION

I. Contractor Disclosure of Findings of Non-Responsibility and Prior Contract Terminations or Withholdings under State Finance Law §139-j:

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Address: _____

Name and Title of Person Submitting this Form: _____

Contract Procurement Number: _____

Date: _____

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

No

Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j? (Please circle):

No

Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No

Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No

Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Contractor certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: _____

Signature

Name: _____

Title: _____

II. Contractor Affirmation Relating to Procedures Governing Permissible Contacts:

Contractor affirms that it understands and agrees to comply with the procedures of Erie County Medical Center Corporation relative to permissible contacts as required by State Finance Law §139-j(3) and §139-j(6)(b).

Date: _____ By: _____

Name: _____

Title: _____

Contractor Name: _____

Contractor Address: _____
