

Erie County Medical Center Corporation

Addendum Number 1 to RFP # 21713

PATIENT LIFTS

The deadline for submission has been extended to:

September 6, 2017 at 11 a.m. EST.

The following questions were submitted to the Designated Contact:

- 1. Will companies get the opportunity to present their patient lifts to the ECMC staff? Will there be the opportunity for trialing the equipment?**

Once proposals are submitted, the RFP multi-disciplinary Evaluation Team will review the proposals. The potential for opportunity to present patient lifts to the evaluation team and trialing of equipment will occur based on the quality of the proposal.

- 2. Is your facility affiliated with a specific GPO and if so please provide GPO affiliation?**

ECMCC receives pricing from multiple GPOs, most notably Vizient and Acurity.

- 3. What is the bariatric weight capacity for the mechanical sit-to-stand?**

The bariatric weight capacity for the mechanical sit to stand is a 600 pound weight capacity or greater.

- 4. What is the preferred method for submitting this RFP, electronically or Postal Service?**

Submit one (1) sealed paper copy and one (1) electronic copy (on flash drive or CD-ROM) of the proposal.

- 5. Section 4 (4.2): If the mechanical lifts I will be quoting offer both charging options (battery exchange and wall plug-in) should I quote both?**

Please provide a quote that shows the charging options and cost differential.

- 6. Section 4 (4.2): Sit to Stand Mechanical Lifts-what weight capacity range are you defining for the requirement of the one "bariatric" sit to stand mechanical lift?**

The bariatric weight capacity for the mechanical sit to stand is a 600 pound weight capacity or greater.

7. Section 5 (5.1): Would you please define what is included in the term "Clinical Performance"? What are the scope of expectations under this heading?

Clinical performance includes the ease of use, quality of the product, durability for the patient population that ECMCC serves, quality of movement that the patient encounters while using it, good maneuverability and the ease of training staff. Please include in your proposal links to websites for viewing the products in use.

8. Section 8 (8.1): Is it best to re-type the full RFP and enter my responses within the appropriate sections and sub-sections, or is it appropriate and acceptable to answer the questions and supply responses by typing only the Section and sub-section number which coincides with the overall RFP content where my responses are requested?

It is not necessary to re-type the full RFP. Please have the responses coincide with the appropriate sections and sub-sections of the RFP documents.

9. Section 8 (8.17): Is there a goal date by which the RFP will be awarded? When is the RFP work/purchase for the SPH project estimated to begin and conclude?

The date by which the RFP will be awarded will depend on the time needed by the RFP Evaluation Team to reach a well informed decision.

10. Do the minority and women owned businesses used to meet the MWBE requirements of the bid have to be certified with the state?

Yes, the M/WBE vendor must be certified by New York State.

11. Can you tell me what the current brand of mechanical lifts are being used at the hospital?

Currently the majority of full mechanical lifts are Prism which includes both ceiling and floor. There are also other brands present in a small number that include Liko, Lumex and Wheelchairs of Kansas. The sit to stand mechanical lifts are a combination of Invacare, Prism and Drive Medical Design

12. If we do not submit a quote for the ceiling lifts, can we still qualify for the Mechanical Lift Bid?

Yes, ECMCC reserves the right to qualify multiple respondents which means that we could potentially use one vendor for ceiling lifts and another vendor for sit to stand lifts.

13. Will there be a walk through or will you be providing drawings for us to quote the ceiling track portion?

A walk-through is scheduled for **Thursday, August 24, 2017 at 9 a.m.** Please meet Loretta Miller in the Front Lobby of Erie County Medical Center located at 462 Grider Street, Buffalo, New York, 14215.

14. Are there any drawings available for the areas requiring ceiling lifts?

No. A walk-through is scheduled for **Thursday, August 24, 2017 at 9 a.m.** Please meet Loretta Miller in the Front Lobby of Erie County Medical Center located at 462 Grider Street, Buffalo, New York, 14215.

15. Is there any information in regards to existing building structure?

See Answer to question #14.

16. Is there a concrete deck available to attach the ceiling mounted lifts?

Yes, in our Terrace View nursing home on the 1st floor, Radiology, there is an interstitial floor with a light metal deck as a floor.

17. What is the drop distance from finish ceiling to structure in all areas?

It varies depending on the area. We encourage attending the walk through scheduled for **Thursday, August 24, 2017 at 9 a.m.**

18. Are the ceiling made up of hardpan or drop ceiling tiles?

Mostly of drop ceiling tiles but some areas have hard ceilings.

19. There is a need for a 1000# Portable Lift. Could you tell us where the intent to Install this lift?

The intent is to have a portable 1000# ceiling lift that is on wheels that can be transported to a patient room when needed.

20. Is ECMCC willing to accept exceptions to the Terms & Conditions of the bid (& negotiate the terms of the contract)?

ECMCC will consider exceptions, but any alterations will be done in ECMCC's sole discretion. Respondents must be willing to accept ECMCC's terms as a condition of responding to this RFP.

21. Would this be a one-time purchase or would there be a contract term (ex: 1 year, etc.)?

This would be contract for a set term of three (3) years with options for renewal.

22. Can you give more detail as to what you are looking for as far as warranty information (Section 5.3)? As a Distributor, we do not manufacture any products and therefore, look to the manufacturer to pass along product warrantability. Is that sufficient?

We are looking for the manufacturer's warranty. This would include the length of time and what parts of the product are covered under the manufacturer's warranty.

23. How many references are required (Section 5.4)?

At least one reference from a facility that is currently using the lifts included in your proposal is required.

24. Is ECMCC willing to accept exceptions to the Insurance terms (Section 8.8)? Would a vendor's use of self-insurance satisfy the requirement?

ECMCC's standard insurance requirements are attached to this document. ECMCC will consider a vendor's self-insurance provided it is in amounts equal to those in the attached.

25. Can you give more detail surrounding the credentialing service mentioned in Section 8.13?

Symplr is our vendor for credentialing. The vendor can register for a fee at www.symplr.com. The fee is dependent on the level of access.

26. Is ECMCC willing to remove the first sentence of Section 8.15?

No.

27. Is ECMCC willing to remove the liquidated damages clause from Exhibit A (Section VIII)?

No. ECMCC is required by law to include this language.

28. Our sit-to-stand lifts are designed so that the legs do not have to go under the frame of the stretcher/bed. Would this allow us to waive the 2.5" clearance requirement?

Yes, the ability for the sit to stand lift to be used for a patient on a stretcher or bed without needing to clear the structure underneath would waive the 2.5" requirement.

29. What is the overhead structure comprised of in the 2 patient rooms, rehab clinic area, and dental clinic where ceiling lifts will be installed? For example, concrete, deck, etc.?

We encourage attending the walk through scheduled for **Thursday, August 24, 2017 at 9 a.m.**

30. Has an engineering study been completed to show that the structures where ceiling lifts will be mounted are strong enough to support the lift and patient, or will the winning contractor need to conduct the study?

No, an engineering study has not been completed. Please provide in your proposal the cost for an engineering consult using a New York State Registered Design Professional with a stamp. This should be listed as a separate line item.

31. Section 7.1.6 asks for all contracts, affiliations, referral arrangements or other business relationships the respondent has with any hospital, health care system or health care provider with office or facilities in Western New York. Will the information provided by bidders be kept confidential or become public knowledge? If there is no confidentiality, can this section be waived?

ECMCC will not post the responses publicly, but as a New York public benefit corporation is subject to New York's Freedom of Information Law as further detailed in Section 8.21 of the bid documents. As stated therein, ECMCC will attempt to exempt information that is marked confidential and could be construed to be trade secrets of its respondents.

32. Can you provide some additional clarification and definition to the terms indicated as evaluation criteria? Specifically, what is Clinical Performance?

Clinical performance includes the ease of use, quality of the product, durability for the patient population that ECMCC serves, quality of movement that the patient encounters while using it, good maneuverability and the ease of training staff. Please include in your proposal links to websites for viewing the products in use.

33. What is considered a starter supply of disposable universal style and sit to stand slings? Would it be one case (10 ea) of each size?

Yes, a case of 10 for each size would be considered a starter supply of disposable universal style and sit to stand slings.

34. Do the disposable slings need to be included in price of the lifts or as a separate line item?

Please provide them as a separate line item.

35. Is there a certain format you need the price quote in or can we use our standard company quote form to submit pricing?

The price quote may be in your standard company quote form.