



**RESOLUTION OF THE COUNTY BOARD
WILL COUNTY, ILLINOIS**

Renewing Contracts for Medical Products for Sunny Hill Nursing Home

WHEREAS, the current contracts for medical products for Sunny Hill will expire on November 30, 2020, and

WHEREAS, the current contracts with McKesson Medical-Surgical, Minneapolis, MN and Medline Industries, Mundelein, IL, for medical products allowed for two (2), one (1) year renewal options, if the County desired to do so, and

WHEREAS, the Purchasing Director and Sunny Hill Administration have recommended, and the Public Health & Safety Committee has concurred, that the contracts for medical products with McKesson Medical-Surgical, Minneapolis, MN and Medline Industries, Mundelein, IL, be renewed for an additional year, until November 30, 2021, pursuant to the terms of the original bid documents.

NOW, THEREFORE, BE IT RESOLVED, that the Will County Board hereby renews the contract for medical products for Sunny Hill Nursing Home with McKesson Medical-Surgical, Minneapolis, MN and Medline Industries, Mundelein, IL, for an additional year, until November 30, 2021, pursuant to the terms of the original bid documents.

BE IT FURTHER RESOLVED, that such purchases shall be funded through the Sunny Hill Nursing Home Budget.

BE IT FURTHER RESOLVED, that the Preamble of this Resolution is hereby adopted as if fully set forth herein. This Resolution shall be in full force and effect upon its passage and approval as provided by law.

Adopted by the Will County Board this 17th day of September, 2020.

AYES:	Newquist, Moustis, Rice, Tyson, Harris, Traynere, Fritz, Mueller, Gould, VanDuyne, Balich, Fricilone, Brass, Brooks Jr., Parker, Ventura, Dollinger, Marcum, Berkowicz, Cowan, Tuminello, Weigel, Ferry, Kraulidis
ABSENT:	Ogalla, Koch

Result: Approved - [Unanimous]

Lauren Staley Ferry
Lauren Staley Ferry (SEAL)
Will County Clerk

Approved this 23 day of September, 2020.

Denise E. Winfrey
Denise E. Winfrey
Will County Executive



OFFICE OF WILL COUNTY EXECUTIVE
LAWRENCE M. WALSH

Will County Office Building – 302 N Chicago Street – Joliet, Illinois 60432

Kevin Lynn
Purchasing Director

Phone (815) 740-4712
Fax (815) 740-4604
klynn@willcountyillinois.com

August 10, 2020

McKesson Medical Surgical Government Solutions LLC
9954 Mayland Drive, Suite 5176
Henrico, VA 23233

Via Email: bid@mckesson.com

Attn: Amanda Johnson

RE: BID #2020-10 Medical Products Sunny Hill Nursing Home

Dear Ms. Johnson

The contract for Medical Products at the Sunny Hill Nursing Home of Will County will expire on November 30, 2020. The next contract period will start December 1, 2020 through November 30, 2021.

We are in the position to exercise the first one (1) year renewal option, as stated in the original bid. The yearly contract amount will remain the same for the first year, as specified in your bid.

Please contact me in writing, via fax or email, within 10 business days as this requires County Board approval.

If you have any questions, please call me at (815) 740-4712.

Sincerely,

Kevin Lynn

Kevin Lynn
Purchasing Director
Cc: Maggie McDowell, SHNH Administrator



OFFICE OF WILL COUNTY EXECUTIVE
LAWRENCE M. WALSH

Will County Office Building – 302 N Chicago Street – Joliet, Illinois 60432

Kevin Lynn
Purchasing Director

Phone (815) 740-4712
Fax (815) 740-4604
klynn@willcountyillinois.com

August 10, 2020

Medline Industries, INC.
One Medline Place
Mundelein, IL 60060

Via Email: govbids@medline.com

Attn: Missy Denk

RE: BID #2020-10 Medical Products Sunny Hill Nursing Home

Dear Ms. Denk

The contract for Medical Products at the Sunny Hill Nursing Home of Will County will expire on November 30, 2020. The next contract period will start December 1, 2020 through November 30, 2021.

We are in the position to exercise the first one (1) year renewal option, as stated in the original bid. The yearly contract amount will remain the same for the first year, as specified in your bid.

Please contact me in writing, via fax or email, within 10 business days as this requires County Board approval.

If you have any questions, please call me at (815) 740-4712.

Sincerely,

Kevin Lynn

Kevin Lynn
Purchasing Director
Cc: Maggie McDowell, SHNH Administrator

attachments are confidential and are intended solely for the use of the individual or entity to whom this communication is addressed. If you received this e-mail in error, please notify the sender and delete this message from your computer. Any use, retention, forwarding, printing or copying of this e-mail is strictly prohibited.

From: Calandro, Mike
Sent: Monday, August 17, 2020 11:34 AM
To: Kevin Lynn
Subject: FW: 2020-10 Medical Products renewal

Hi Kevin,
Sorry this bid is not for us.

Take care,



Mike Calandro
Account Manager
Post Acute - Field Sales
Medline Industries, Inc.
www.medline.com

**We make
healthcare
run better.™**

Cell:847-514-0019
mcalandro@medline.com

From: Kevin Lynn <klynn@willcountyvillinois.com>
Sent: Monday, August 10, 2020 2:52 PM
To: Calandro, Mike <MCalandro@medline.com>
Subject: 2020-10 Medical Products renewal

Please see the attached letter regarding renewal of the Medical Products bid for the Sunny Hill Nursing Home. Please reply as soon as possible with your acknowledgement of our intent to renew, as this will require County Board approval.

Thank you

Kevin Lynn
Purchasing Director
Office of the County Executive
Lawrence M. Walsh
302 N Chicago Street

FROM THE DESK OF
RITA WEISS
PURCHASING DIRECTOR

BID HISTORY

ITEM: 2020-10 MEDICAL PRODUCTS

DEPARTMENT: SUNNY HILL NURSING HOME

BID LETTING: AUGUST 19, 2019

PUBLISHED NOTICE: AUGUST 22, 2019, HERALD NEWS & DEMAND STAR INTERNET

FUNDING SOURCE: SUNNY HILL NURSING HOME BUDGET

BID OPENING: SEPTEMBER 11, 2019, 10:10 A.M.

LOCATION: WILL COUNTY OFFICE BUILDING
302 N. CHICAGO STREET
JOLIET, ILL. 60432

BIDDING RESULTS:

NUMBER RELEASED: 26 + INTERNET NUMBER RETURNED: 4

<u>BIDDER:</u>	<u>TOTAL PRICE:</u>
McKesson Medical, Minneapolis, MN	\$ 100,291.93 Complete Bid
Medline, Mundelein, IL	\$ 143,323.13 Partial Bid
Emergency Medical Products, Dublin, OH	\$ 46,662.42 Partial Bid
Concordance Health Solutions, Earth City, MO	\$ 183,608.39 Complete Bid

Recommendation from Maggie McDowell, SHNH Administrator, and Debbie Stanko, Director of Nursing, is to **split the award** between the two (2) vendors listed above in bold. The **grand total** of the three vendors comes to **approximately \$93,171.02 annually**, based on resident population and need, which is an approximate savings of \$7,120.91 over single award.

Vendors were awarded items as follows for an **approximate** annual cost:

McKesson Medical	43 Items	\$ 68,964.42
Medline	30 Items	\$ 24,206.60
		\$ 93,171.02

These totals could vary depending on resident population and need. The contract period will begin December 1, 2019 through November 30, 2020, with two (2) optional one (1) year renewals, if the county so chooses.

Attachment: 2020-10 Renewal docs (20-336 : Medical Products - Bid Renewal)

MEDICAL PRODUCTS 2020-10 COMPARISON

ITEM#	UOM	QTY	McKesson Medical Minneapolis, MN		Medline Northfield, IL		Emergency Medical Products Dublin, OH		Concordance Health Earth City, MO	
			COMPLETE BID		PARTIAL BID		PARTIAL BID		COMPLETE BID	
1a	knee pr	12	\$ 2.59	\$ 31.08	\$ 2.87	\$ 34.44	#####	#####	\$ 9.37	\$ 11.12
	thigh pr	12	\$ 4.61	\$ 55.32	\$ 5.74	\$ 68.88	#####	#####	\$ 10.54	\$ 12.00
2	ea	192	\$ 1.46	\$ 280.32	\$ 2.33	\$ 447.36	#####	#####	\$ 1.69	\$ 32.00
3	bx	144	\$ 1.65	\$ 237.60	\$ 0.2610	\$ 37.58	#####	#####	\$ 1.40	\$ 20.00
4	ea	480	\$ 0.35	\$ 168.00	\$ 0.6080	\$ 291.84	#####	#####	\$ 0.49	\$ 23.00
5	ea	4800	\$ 0.69	\$ 3,312.00	\$ 0.6980	\$ 3,350.40	#####	#####	\$ 0.02	\$ 9.00
6	ea	960	\$ 0.23	\$ 220.80	\$ 0.0810	\$ 77.76	#####	#####	\$ 0.27	\$ 25.00
7	rl	5040	\$ 0.17	\$ 852.77	\$ 0.0890	\$ 448.56	\$ 0.10	\$ 525.00	\$ 0.10	\$ 50.00
8	ea	384	\$ 0.1130	\$ 43.39	\$ 0.065	\$ 24.96	\$ 0.08	\$ 31.50	\$ 0.08	\$ 30.00
9	ea	360	\$ 0.07	\$ 25.20	\$ 0.0670	\$ 24.12	#####	#####	\$ 0.22	\$ 7.00
10	ea	336000	\$ 0.0107	\$ 3,595.20	\$ 0.00	\$ 672.00	\$ 0.01	\$ 2,032.80	\$ 0.01	\$ 3,360.00
11	ea	1200	\$ 0.0356	\$ 42.72	\$ 0.02	\$ 22.80	\$ 0.01	\$ 7.26	\$ 0.00	\$ 0.00
12	ea	30000	\$ 0.180	\$ 5,400.00	\$ 0.33	\$ 9,750.00	#####	#####	\$ 0.45	\$ 13,610.00
13	ea	2400	\$ 0.26	\$ 624.00	\$ 0.28	\$ 672.00	\$ 0.27	\$ 648.00	\$ 0.56	\$ 1,330.00
14	ea	480	\$ 0.68	\$ 326.40	\$ 0.70	\$ 336.48	#####	#####	\$ 1.27	\$ 610.00
15	ae	96	\$ 0.52	\$ 49.92	\$ 0.38	\$ 36.29	\$ 0.74	\$ 71.04	\$ 0.89	\$ 8.00
16	ea	2880	\$ 1.20	\$ 3,456.00	\$ 1.08	\$ 3,121.92	\$ 2.64	\$ 7,603.20	\$ 1.19	\$ 3,430.00
17	ea	600	\$ 0.21	\$ 126.00	\$ 0.24	\$ 144.00	\$ 0.22	\$ 132.00	\$ 0.38	\$ 22.00
18	ea	7200	\$ 0.0118	\$ 84.96	\$ 0.01	\$ 82.80	\$ 0.01	\$ 89.28	\$ 0.02	\$ 13.00
19	ea	3600	\$ 0.08	\$ 290.88	\$ 0.06	\$ 205.20	\$ 0.01	\$ 44.64	\$ 0.01	\$ 4.00
20	ea	360000	\$ 0.01	\$ 2,592.00	\$ 0.01	\$ 2,088.00	\$ 0.01	\$ 4,651.20	\$ 0.01	\$ 2,260.00
21	ea	120000	\$ 0.01	\$ 696.00	\$ 0.01	\$ 648.00	\$ 0.01	\$ 1,080.00	\$ 0.01	\$ 1,100.00
22	ea	1200	\$ 1.12	\$ 1,344.00	\$ 1.17	\$ 1,401.60	\$ 1.21	\$ 1,452.00	\$ 1.04	\$ 1,240.00
23	ea	300	\$ 0.13	\$ 39.00	\$ 0.17	\$ 50.10	#####	#####	\$ 0.24	\$ 7.00
24	ea	3600	\$ 0.02	\$ 72.00	\$ 0.03	\$ 113.40	\$ 0.04	\$ 156.00	\$ 0.02	\$ 5.00
25	ea	960	\$ 1.21	\$ 1,161.60	\$ 1.59	\$ 1,526.40	#####	#####	\$ 1.17	\$ 1,120.00
26	ea	780	\$ 0.08	\$ 62.40	\$ 0.12	\$ 93.60	\$ 0.12	\$ 93.60	\$ 0.11	\$ 8.00
27	ea	1200	\$ 0.47	\$ 564.00	\$ 0.46	\$ 552.00	\$ 0.56	\$ 672.00	\$ 0.56	\$ 67.00
28	ea	768	\$ 0.28	\$ 215.04	\$ 0.29	\$ 222.72	#####	#####	\$ 0.23	\$ 18.00
29	ea	17664	\$ 0.080	\$ 1,413.12	\$ 0.08	\$ 1,448.45	#####	#####	\$ 0.05	\$ 86.00
30	ea	396	\$ 1.02	\$ 403.92	\$ 0.96	\$ 379.37	#####	#####	\$ 0.50	\$ 19.00
31	ea	1728	\$ 0.21	\$ 362.88	\$ 0.22	\$ 371.52	0.32	\$ 552.96	\$ 0.18	\$ 30.00
32	ea	10368	\$ 0.18	\$ 1,866.24	\$ 0.23	\$ 2,332.80	#####	#####	\$ 0.34	\$ 3,470.00
33	ea	240	\$ 0.4100	\$ 98.40	\$ 0.30	\$ 71.04	0.2100	\$ 50.40	\$ 0.28	\$ 6.00
34	ea	600				\$ -				\$ -
	4x4	600	\$ 1.86	\$ 1,116.00	\$ 2.23	\$ 1,336.80	#####	#####	\$ 1.02	\$ 610.00
	3x3	600	\$ 1.86	\$ 1,116.00	\$ 0.98	\$ 585.60	#####	#####	\$ 1.43	\$ 850.00
	2x2	600	\$ 1.75	\$ 1,050.00	\$ 1.20	\$ 718.80	#####	#####	\$ 0.41	\$ 240.00
35	ea	384	\$ 0.76	\$ 291.84	\$ 0.98	\$ 376.32	0.79	\$ 303.36	\$ 1.20	\$ 46.00
36	ea	600	\$ 0.93	\$ 558.00	\$ 1.15	\$ 690.00	0.79	\$ 474.00	\$ 1.21	\$ 72.00
37	ea	360	\$ 0.51	\$ 183.60	\$ 0.54	\$ 193.68	#####	#####	\$ 0.43	\$ 15.00
38	ea	480	\$ 0.44	\$ 211.20	\$ 0.39	\$ 187.20	0.66	\$ 316.80	\$ 0.41	\$ 19.00
39	ea	420	\$ 2.73	\$ 1,146.60	\$ 2.29	\$ 960.54	1.02	\$ 428.40	\$ 2.95	\$ 1,240.00
40	ea	10400	\$ 0.17	\$ 1,768.00	\$ 0.16	\$ 1,664.00	0.1080	\$ 1,127.36	\$ 0.17	\$ 1,730.00
41	ea	120000	\$ 0.00630	\$ 756.00	\$ 0.01	\$ 720.00	0.0077	\$ 924.00	\$ 0.01	\$ 86.00
42	ea	1200	\$ 0.10	\$ 125.28	\$ 0.05	\$ 60.00	0.11	\$ 132.24	\$ 0.03	\$ 4.00
43	ea	1728	\$ 0.060	\$ 103.68	\$ 0.04	\$ 69.12	0.13	\$ 224.64	\$ 0.05	\$ 7.00
44	ea	1008	\$ 0.02	\$ 20.46	\$ 0.03	\$ 33.26	#####	#####	\$ 0.02	\$ 2.00
45	ea	744	\$ 0.11	\$ 81.84	\$ 0.13	\$ 94.49	#####	#####	\$ 0.12	\$ 8.00
46	ea	744	\$ 0.11	\$ 81.84	\$ 0.13	\$ 94.49	#####	#####	\$ 0.12	\$ 8.00
47	ea	240	\$ 0.09	\$ 21.60	\$ 0.15	\$ 36.00	#####	#####	\$ 0.17	\$ 4.00
48	ea	144	\$ 4.24	\$ 610.56	#####	#VALUE!	#####	#####	\$ 6.59	\$ 94.00
49	ea	1200	\$ 1.93	\$ 2,316.00	\$ 2.8000	\$ 3,360.00	#####	#####	\$ 5.40	\$ 6,480.00
50	ea	1200	\$ 1.62	\$ 1,944.00	\$ 2.4560	\$ 2,947.20	#####	#####	\$ 0.78	\$ 930.00
51	ea	12000	\$ 0.021	\$ 255.60	\$ 0.0110	\$ 132.00	0.0019	\$ 22.56	\$ 0.00	\$ 4.00
52	ea	5184	\$ 0.01	\$ 51.84	\$ 0.02	\$ 88.13	#####	#####	\$ 0.02	\$ 9.00
53	ea	1728	\$ 0.2900	\$ 501.12	\$ 0.292	\$ 504.58	#####	#####	\$ 0.70	\$ 1,200.00
54	ea	6000	\$ 0.07	\$ 420.00	\$ 0.075	\$ 450.00	#####	#####	\$ 2.54	\$ 15,240.00
55	ea	96000	\$ 0.0044	\$ 422.40	\$ 0.0050	\$ 480.00	0.0055	\$ 528.00	\$ 0.00	\$ 4.00
56	ea	2376	\$ 0.69	\$ 1,639.44	\$ 0.6790	\$ 1,613.30	2.0533	\$ 4,878.72	\$ 0.50	\$ 1,190.00
57	ea	6912	\$ 0.40	\$ 2,764.80	\$ 0.42	\$ 2,903.04	#####	#####	\$ 1.99	\$ 13,730.00
58	ea	14400	\$ 0.12	\$ 1,728.00	\$ 0.1730	\$ 2,491.20	0.0635	\$ 914.40	\$ 0.41	\$ 5,901.12
59	ea	17280	\$ 0.0522	\$ 902.02	\$ 0.0370	\$ 639.36	0.0494	\$ 853.20	\$ 0.01	\$ 248.83

Attachment: 2020-10 Renewal docs (20-336 : Medical Products - Bid Renewal)

Kevin Lynn

From: Debbie Stanko
Sent: Thursday, September 19, 2019 4:32 PM
To: Kevin Lynn
Subject: Medical Products Bid

Per our discussion award as follow:

Mckesson: # 1 2 3 4 5 12 13 14 17 22 23 24 25 26 28 29 31 32 35 36 37 44 45 46 47 48 49 50 52 53 54 55 57 58 61 62 63 65 66 67 71 72 73

Medline: # 6 7 8 9 10 11 15 16 18 19 20 21 27 30 33 34 38 39 40 41 42 43 51 56 59 60 64 68 69 70

Debbie Stanko RN BS MHA
Director of Nursing
Sunny Hill Nursing Home
421 Doris Ave, Joliet IL 60433
(P) 815-727-8652
(F) 815-768-8461



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