



WILL COUNTY, ILLINOIS

JENNIFER BERTINO-TARRANT
WILL COUNTY EXECUTIVE

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Will County Office Building
302 N. Chicago Street
Joliet, IL 60432

November 17, 2023

Professional Medical & Surgical Supply, Inc.
1917 Garnet Ct.
New Lenox, IL 60451

Via Email: alanf@promedsupply.com

Attn: Alan Ferry

Re: Bid #2023-10 Medical Products- Sunny Hill Nursing Home

Dear Mr. Ferry,

The contract for Medical Products at the Sunny Hill Nursing Home in Will County is set to expire on November 30, 2023. Will County is in the position to exercise the first one (1) year renewal option as stated in the original solicitation documents.

The next contract period will begin December 1, 2023, through and including November 30, 2024. The contract pricing for the second year is subject to a 2% increase, as stated in your original solicitation response.

If you have any questions, please contact our Purchasing Director, Kevin Lynn at klynn@willcountyillinois.com

Sincerely,

Jennifer Bertino-Tarrant
Will County Executive

Nancy Ruettiger

From: Margaret McDowell
Sent: Monday, September 18, 2023 4:16 PM
To: Nancy Ruettiger
Subject: RE: 2023-10 Medical Products bid

Hi Nancy,

Yes, please proceed as indicated.

Maggie McDowell, LNHA, RN

Administrator

Sunny Hill Nursing Home of Will County

421 Doris Avenue

Joliet, IL 60433

Phone: 815-727-8650

Fax: 815-774-4379

Email: mmcdowell@willcountyillinois.com

Website: <https://sunnyhillnursinghome.com/>

[Sunny Hill Website](#)

“Nobody cares how much you know, until they know how much you care”. Theodore Roosevelt



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From: Nancy Ruettiger <nruettiger@willcountyillinois.com>
Sent: Monday, September 18, 2023 3:17 PM
To: Margaret McDowell <mmcdowell@willcountyillinois.com>
Subject: 2023-10 Medical Products bid

Good afternoon Maggie,

The 2023-10 Medical Products bid is set to expire on November 30, 2023. We have 2 yearly renewals left on the contract. The pricing will increase by 2%. Please let me know if you would like to renew with Professional Medical, New Lenox. IL.

Thank you,

Nancy Ruettiger
Will County Executive's Office
302 N.Chicago Street
Joliet, IL 60432
815-774-5892
nruettiger@willcountyillinois.com



WILL COUNTY, ILLINOIS

PURCHASING DEPARTMENT

JENNIFER BERTINO-TARRANT
WILL COUNTY EXECUTIVE

KEVIN LYNN
DIRECTOR

P. 815-740-4712
F. 815-740-4604
E. klynn@willcountyillinois.com

County Office Building
302 N. Chicago Street
Joliet, IL 60432

ITEM: 2023-10 MEDICAL PRODUCTS

DEPARTMENT: SUNNY HILL NURSING HOME

BID LETTING: SEPTEMBER 20, 2022 – OCTOBER 12, 2022

PUBLISHED NOTICE: SEPTEMBER 22, 2022, HERALD NEWS & DEMAND STAR
INTERNET

FUNDING SOURCE: SUNNY HILL NURSING HOME BUDGET

BIDDING RESULTS:

NUMBER RELEASED: 26 + INTERNET **NUMBER RETURNED:** 3

<u>BIDDER:</u>	<u>TOTAL PRICE:</u>
Professional Medical, New Lenox, IL	\$78,289.34 Complete Bid
Medline, Mundelein, IL	\$164,875.28 Complete bid
McKesson Medical, Henrico, VA	\$189,870.86 Partial Bid


Recommendation from Maggie McDowell, SHNH Administrator is to award the bid to the lowest responsive bidder, **Professional Medical, New Lenox, IL** for an approximate total of \$78,289.34 for the first year.

These totals could vary depending on resident population and need. The contract period will begin December 1, 2022 through November 30, 2023, with two (2) optional one (1) year renewals, if the county so chooses.

BID TABULATION SHEET

DEPARTMENT: 2023-10 SHNH, MEDICAL PRODUCTS

DUE: 10-12-22, 11:00 A.M. OPENED: 10-12-22, 11:05 A.M.

BIDDER	REQUIREMENTS	TOTAL COST	% OF INC YR 2 & 3
McKesson Henrico, VA	Bid Bond: 10% PC: yes Add. Rec'd (1): yes Signed: yes	<u>PARTIAL BID</u> COMPLETE BID \$ 189,870 ⁹⁰	2 ND yr 0 3 RD yr 2% DISC 0
Medline Industries Northfield, IL 	Bid Bond: yes/10% PC: yes Add. Rec'd (1): yes Signed: yes	<u>PARTIAL BID</u> COMPLETE BID \$ 164,875 ²⁵	2 ND yr 15% 3 RD yr 15% DISC 0
Professional Medical New Lenox, IL	Bid Bond: ck- 20,000 PC: yes Add. Rec'd (1): yes Signed: yes	<u>PARTIAL BID</u> COMPLETE BID \$ 78,288 ³⁴	2 ND yr 2% 3 RD yr 2% DISC 0
	Bid Bond: PC: Add. Rec'd (1): Signed:	PARTIAL BID COMPLETE BID \$	2 ND yr 3 RD yr DISC
	Bid Bond: PC: Add. Rec'd (2): Signed:	PARTIAL BID COMPLETE BID \$	2 ND yr 3 RD yr DISC
	Bid Bond: PC: Add. Rec'd (2): Signed:	PARTIAL BID COMPLETE BID \$	2 ND yr 3 RD yr DISC
	Bid Bond: PC: Add. Rec'd (2): Signed:	PARTIAL BID COMPLETE BID \$	2 ND yr 3 RD yr DISC
	Bid Bond: PC: Add. Rec'd (2): Signed:	PARTIAL BID COMPLETE BID \$	2 ND yr 3 RD yr DISC

ALSO PRESENT: Kevin Lynn, Nancy Ruettiger,

  E.B.

MEDICAL PRODUCTS 2020-10 COMPARISON

ITEM#	UOM	QTY	Mckesson Medical Minneapolis, MN	Medline Northfield, IL	Professional Medical Surgical Supply, Inc.
1	pr	12	\$ 2.64	\$ 31.68	\$ 4.40
2	ea	192	\$ 3.3133	\$ 636.16	\$ 3.59
3	bx	144	\$ 0.042	\$ 6.05	\$ 4.9100
4	ea	480	\$ 0.81	\$ 388.80	\$ 1.2200
5	ea	4800	\$ 1.11	\$ 5,328.00	\$ 1.6100
6	ea	960	\$ 0.39	\$ 374.40	\$ 0.3200
7	rl	5040	\$ 0.4017	\$ 2,024.57	\$ 0.1400
8	ea	384	\$ 0.2140	\$ 82.18	\$ 0.090
9	ea	336000	\$ 0.0334	\$ 11,222.40	\$ 0.02
10	ea	1200	###	###	\$ 0.07
11	ea	30000	\$ 0.5223	\$ 15,670.00	\$ 0.59
12	ea	2400	\$ 0.580	\$ 1,392.00	\$ 0.48
13	ea	480	\$ 1.94	\$ 931.20	\$ 0.86
14	ea	2880	\$ 1.43	\$ 4,118.40	\$ 1.62
15	ae	7200	\$ 0.0286	\$ 205.92	\$ 0.02
16	ea	3600	\$ 0.0526	\$ 189.36	\$ 0.08
17	ea	360000	\$ 0.0175	\$ 6,292.80	\$ 0.01
18	ea	120000	\$ 0.0104	\$ 1,248.00	\$ 0.01
19	ea	300	\$ 0.17	\$ 51.00	\$ 0.12
20	ea	3600	\$ 0.0243	\$ 87.48	\$ 0.04
21	ea	960	\$ 1.7740	\$ 1,703.04	\$ 1.68
22	ea	780	\$ 0.11	\$ 85.80	\$ 0.11
23	ea	1200	\$ 0.67	\$ 804.00	\$ 0.93
24	ea	768	###	###	\$ 0.32
25	ea	7200	\$ 0.4658	\$ 3,353.76	\$ 0.10
26	ea	396	\$ 0.82	\$ 324.72	\$ 1.36
27	ea	1728	\$ 0.325	\$ 561.60	\$ 0.36
28	ea	10368	\$ 0.1827	\$ 1,894.23	\$ 0.54
29	ea	240	\$ 0.7246	\$ 173.90	\$ 0.43
30	ea		\$ -	\$ -	\$ -
31	ea	384	\$ 1.42	\$ 545.28	\$ 0.90
32	ea	600	\$ 1.0186	\$ 611.16	\$ 0.72
33	ea	360	\$ 1.1948	\$ 430.13	\$ 0.37
34	ea	480	\$ 0.72	\$ 345.60	\$ 1.48
35	ea	420	\$ 4.93	\$ 2,070.60	\$ 3.49
36	ea	10400	\$ 0.2325	\$ 2,418.00	\$ 0.17
37	ea	12000	\$ 0.0095	\$ 114.00	\$ 0.01
38	ea	1200	\$ 0.0886	\$ 106.32	\$ 0.07
39	ea	1728	\$ 0.1113	\$ 192.33	\$ 0.06
40	ea	1008	\$ 0.0286	\$ 28.83	\$ 0.03
41	ea	744	\$ 0.19880	\$ 147.91	\$ 0.06
42	ea	744	\$ 0.1100	\$ 81.84	\$ 0.16
43	ea	240	\$ 0.090	\$ 21.60	\$ 0.11
44	ea	144	\$ 4.33	\$ 623.52	\$ 4.73
45	ea	1200	\$ 1.97	\$ 2,364.00	\$ 14.30
46	ea	1200	\$ 1.568	\$ 1,881.60	\$ 3.94
47	ea	12000	\$ 0.0089	\$ 106.80	\$ 0.01
48	ea	5184	\$ 0.01	\$ 51.84	\$ 0.03
49	ea	1728	\$ 0.3558	\$ 614.82	\$ 0.3900
50	ea	6000	\$ 0.0968	\$ 580.80	\$ 0.0900
51	ea	120000	\$ 0.0118	\$ 1,416.00	\$ 0.0100
52	ea	2736	\$ 0.4433	\$ 1,053.28	\$ 4.97
53	ea	5760	\$ 1.0500	\$ 6,048.00	\$ 0.870
54	ea	17280	\$ 2.15	\$ 37,152.00	\$ 0.130
55	ea	4500	\$ 0.4600	\$ 2,070.00	\$ 0.3200
56	ea	3120	\$ 1.85	\$ 5,772.00	\$ 1.8900
57	ea	6912	\$ 1.1613	\$ 8,026.91	\$ 1.71



NURSING HOME OF WILL COUNTY

JENNIFER BERTINO-TARRANT
WILL COUNTY EXECUTIVE

MARGARET MCDOWELL, LNHA, RN
ADMINISTRATOR

P. (815) 727-8710
F. (815) 727-8637
W. willcountyillinois.com/sunnyhill
10/17/2022

Sunny Hill Nursing Home
421 Doris Avenue
Joliet, IL 60433

Will County Board Members,

Regarding RFP #2023-10 Medical Products for Sunny Hill Nursing Home of Will County:

On 10/12/22 three bids were submitted, received, and accepted by the Will County Purchasing Department for services that would provide Sunny Hill Nursing Home with Medical Products due to a bid renewal process and current contract expiration.

Therefore, bids were submitted to obtain the most competitive rates for consistent and high-quality medical products provision, to residents of Sunny Hill for a term of one (1) year with two (2) optional one (1) year renewals if the County so chooses.

The **first** of three bids submitted for consideration for medical products is from **McKesson**, with compensation to include the following:

A partial bid and total cost of \$189,031.73 for the first year. There is no increase for 2nd year bid, and a 2% increase for the 3rd year.

The **second** bid submitted for medical products consideration is from **Medline Industries**, with compensation to include the following:

A complete bid and total cost of \$160,224.16 for the first year. There is a 15% increase for the 2nd year bid, and a 15% increase for the 3rd year.

The **third** bid submitted for medical products consideration is from **Professional Medical**, with compensation to include the following:

A complete bid and total cost of \$77,586.32 for the first year. There is a 2% increase for the 2nd year bid, and a 2% increase for the 3rd year.

Therefore, I am recommending that the RFP #2023-10 Medical Products for Sunny Hill Nursing Home of Will County bid be awarded to **Professional Medical**, based on the overall cost effectiveness of this vital service. Professional Medical will be responsible for rendering the required services following local, state, and federal laws and regulations, facility policies and procedures, and community standards of practice.

Respectfully submitted,

Maggie McDowell, RN, LNHA
Administrator

"THE LEADER IN RESIDENT CENTERED CARE AND ACTIVE LIVING"