

**EDUCATION SERVICE CENTER REGION 19  
RFP AWARD SUMMARY**

**RFP TITLE:** Medical Supplies, Equipment, and Related – ESC Region 19 Allied States Cooperative

**RFP NUMBER:** 15-7134

**RFP OPENING DATE:** June 24, 2015

**CONTRACT TERM:** Date of award until August 31, 2016 with the option to extend in one year increments annually for an additional four (4) years if agreed to by ASC and Vendor  
**(Extended by Region 19 until August 31, 2017)**  
**(Extended by Region 19 until August 31, 2018)**  
**(Extended by Region 19 until August 31, 2019)**  
**(Extended by Region 19 until August 31, 2020)**

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 67

**RESPONSES:** 5

**ADVERTISEMENT DATES:** Washington Post – May 25, 2015 & June 1, 2015  
El Paso Times – May 22, 2015 & May 29, 2015

**BOARD MEETING DATE:** August 20, 2015

**RECOMMENDED FOR AWARD** **Alert Services, Inc. (HUB)**  
**International Safety & Medical Supply**  
**School Nurse Supply, Inc.**  
**Southwest First Aid and Safety Supply dba Zee Medical #114**  
**Supreme Medical (HUB)**  
**Synergy Logistics, Inc. dba First Aid Supplies Online**

**TOTAL (estimated)** \$2,000,000.00/ year

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Purchasing Cooperative Members and ESC Region 19 to purchase Medical Supplies, Equipment, and Related goods and services during the contract period. All vendors awarded scored an 8 or above out of a possible 10 in evaluation factors.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19 Allied States Cooperative

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19 Allied States Cooperative

Martin Camacho  
ESC Region 19 Allied States Cooperative

Mary Jane Lopez  
ESC Region 19 Allied States Cooperative

**Contact Information:**

**Alert Services, Inc. (HUB)**

Lisa M. Reinke  
PO BOX 1088  
San Marcos, TX 78667  
888-231-1176  
Fax: 830-372-1447  
[www.alertservices.com](http://www.alertservices.com) / [orders@alertservices.com](mailto:orders@alertservices.com)

Vendor Name: **Alert Services, Inc.**

Commodity Covered as relates to Special Conditions: **First Aid Supplies, Other Related**

Name of Catalogs / Price Lists: ~~Alert Services Summer 2015~~ — ~~Spring 2016~~ — ~~Alert Services Summer 2018~~ — ~~Spring 2019~~ **\*updated 9/10/18**

[Price List](#) \*as of 7/30/19

**\*As of 2/1/19 Theragun G2 Item #840100 is Discontinued, and Theragun G3 #840200 is added at the price of \$599.00\***

Discount Structure to include S & H unless otherwise qualified: **Freight paid – S&H already included in pricing – 12% off catalog list prices for supplies – No more than 10% off J & J products, regardless of quantity.**

Number of times New Catalogs generated annually: **1**

Number of new Price lists generated annually: **1**

Number of Years vendor has been in business: **50 years**

Types of Catalogs Provided to members (example- thumb drives, paperback, or server links): **Catalog hardcopy**

States Serviced: **All States**

**International Safety & Medical Supply**

Eleazar Rangel  
6400 Airport Rd. Bldg. A Ste. H  
El Paso, TX 79925  
915-532-4555  
Fax: 915-562-760  
[medsupply@sbcglobal.net](mailto:medsupply@sbcglobal.net)

Vendor Name: **International Safety & Medical Supply**

Commodity Covered as relates to Special Conditions: **Incontinence & Medical Supplies**

Name of Catalogs / Price Lists – **International Medical Supply Catalog / AMMEX Product Catalog**

Discount Structure to include S & H unless otherwise qualified: **Varies depending on product and quantities. Special order items carry shipping and handling. All others in stock - no shipping and handling charges apply**

Number of times New Catalogs generated annually: **Only when new products are available**

Number of new Price lists generated annually: **Revised Yearly**

Number of Years vendor has been in business: **14 years**

Types of Catalogs Provided to members (example- thumb drives, paperback, or server links) **Paperback**

States Serviced: **New Mexico, Texas**

**School Nurse Supply, Inc.**

Jeff Giesel  
1690 Wright Blvd.  
Schaumburg, IL 60193  
800-485-2737  
Fax: 800-485-2738  
<http://www.schoolnursesupplyinc.com/> / [jgiesel@schoolnursesupplyinc.com](mailto:jgiesel@schoolnursesupplyinc.com)

Vendor Name: **School Nurse Supply, Inc.**

Commodity Covered as relates to Special Conditions: **All Types of Test Strips, Blood Testing Supplies & Related, Dental Products and Supplies, Diagnostic Supplies and Testing Equipment, First Aid Supplies, Gloves (all types), Protection and Clean Up Supplies, Scales and Related, Spill Kits, Wheel Chairs & Related, Wound Care**

Name of Catalogs / Price Lists: **2015 School Nurse Supply, Inc. Catalog**

Discount Structure to include S & H unless otherwise qualified: **10% discount on all items. Shipping & handling is free on all orders over \$50.00 (excludes AK, HI, PR, U.S. VI) All purchase orders must reference ASC bid #15-7134**

Number of times New Catalogs generated annually: **Once per year**

Number of new Price lists generated annually: **1**

Number of Years vendor has been in business: **17 years**

Types of Catalogs Provided to members (example- thumb drives, paperback, or server links): **Paperback**

States Serviced: **All States**

**Southwest First Aid and Safety Supply dba Zee Medical #114**

Charles Enloe / Sandi Finn  
4915 Pershing Dr.  
El Paso, TX 79903  
915-587-7111  
Fax: 915-587-4705  
[www.swfirstaid.com/](http://www.swfirstaid.com/) / [cenloe@swfirstaid.com](mailto:cenloe@swfirstaid.com)

Vendor Name: **Southwest First Aid and Safety Supply dba Zee Medical #114**

Commodity Covered as relates to Special Conditions: **First Aid Supplies**

Name of Catalogs / Price Lists: **Zee Medical**

Discount Structure to include S & H unless otherwise qualified: **No Discount**

Number of times New Catalogs generated annually: **Once per year**

Number of new Price lists generated annually: **Upon Request**

Number of Years vendor has been in business: **35 years**

Types of Catalogs Provided to members (example- thumb drives, paperback, or server links): **Printed, thumb drive**

Warranty – **30 day**

States Serviced: **New Mexico, Texas**

**Supreme Medical (HUB Certified)**

Jeff Powell  
P.O. BOX 850247  
Mobile, AL 36685  
800-461-1370  
Fax: 800-461-1277  
[www.suprememedical.com](http://www.suprememedical.com) / [bids@suprememedical.com](mailto:bids@suprememedical.com)

Vendor Name: **Supreme Medical**

Commodity Covered as relates to Special Conditions: **Disposable Medical Supplies, DME, Wound Care, Ostomy, Urological, Diabetes, Incontinence, Orthopedics, Lymphedema, and Medical-Surgical Supplies**

Name of Catalogs / Price Lists: **Supreme Medical Long Term Care catalog / Supreme Medical Price List**

Discount Structure to include S & H unless otherwise qualified: **20% off price list. FOB per shipping and service terms**

Number of times New Catalogs generated annually: **Once**

Number of new Price lists generated annually: **Prices updated in accordance with MFG updates, updated price lists printed upon request**

Number of Years vendor has been in business: **19 years**

Types of Catalogs Provided to members (example- thumb drives, paperback, or server links): **Paper and/or electronic**

Warranty – **All product defects and/or issues fall under original manufacturer warranty.**

States Serviced: **All States except Hawaii**

**Synergy Logistics, Inc. dba First Aid Supplies Online**

Chris A. Westwood  
309 S. Cloverdale E-5  
Seattle, WA 98108  
206-764-4582  
Fax: 206-764-4682  
[www.firstaidsuppliesonline.com](http://www.firstaidsuppliesonline.com) / [sales@firstaidsuppliesonline.com](mailto:sales@firstaidsuppliesonline.com) / [cwestwood@firstaidsuppliesonline.com](mailto:cwestwood@firstaidsuppliesonline.com)

Vendor Name: **Synergy Logistics, Inc. dba First Aid Supplies Online**

Commodity Covered as relates to Special Conditions: **First Aid Supplies**

Name of Catalogs / Price Lists: [www.firstaidsuppliesonline.com](http://www.firstaidsuppliesonline.com)

Discount Structure to include S & H unless otherwise qualified: **All ASC members will be offered 10% discount off all products sold online at our website. All shipments for goods and services will be (FOB) Free on Board on any order over \$50.00 or more. Orders less than \$50.00 will be charged UPS Ground charges to their destination.**

Number of times New Catalogs generated annually: **N/A**

Number of new Price lists generated annually: **Product prices are adjusted once annually**

Number of Years vendor has been in business: **23 years**

Types of Catalogs Provided to members (example- thumb drives, paperback, or server links): [www.firstaidsuppliesonline.com](http://www.firstaidsuppliesonline.com)

Warranty – **30 day**

States Serviced: **All States**

Approved by: \_\_\_\_\_  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_  
(August 7, 2015)  
(June 20, 2018)  
(July 8, 2019)