

July 7, 2017

RFP 683309 Laboratory Supplies and Services

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**The following modifications shall be made to the RFP document and Attachment G-1.**

1. Section 2.2.2 Tiered Participation Levels, Exclusive Products, and Private Label Products (pages 5-6), currently reads as follows:

“Given the diversity of the E&I Membership, it is important that the Supplier(s) provide flexible and customizable contract options. Our Members have different levels of expectations and needs based upon their purchasing strategies. Our preference is to provide choice to our Membership knowing that some Members may designate this contract as a Primary Supplier Position where others may prefer a Basic supply agreement. The following are the tiers.

- Basic Supplier Status – Access to general catalog discount schedule, market basket pricing, and a Member specific hot list. This Status does not require the Member to commit any spend volume to the supplier.
- Co-Primary Supplier Status – Access to general catalog discount schedule, market basket net pricing, and a Member specific hot list. Additional pricing above and beyond the Basic Supplier Status for catalog discount schedule and market basket pricing and additional financial incentives. This status the Member commits to at least 50% of their addressable spend volume to the Supplier.
- Primary Supplier Status – Access to the general catalog discount schedule, market basket net pricing, and a Member specific hot list. Top level pricing and benefits above and beyond the Co-Primary Supplier Status for the discount schedule, and market basket based on highest usage/spend, and additional financial incentives. This status the Member commits to assign the Supplier as the primary supplier for the addressable spend.

\*At the Member’s discretion, the Member may elect to change tier.

Members may choose an alternate option to utilize Exclusive Products and/or Private Label Products Only. Supplier(s) must be able to provide the flexibility to provide an Exclusive Products and Private Label Products Program.”

This shall now read as follows:

“Given the diversity of the E&I Membership, it is important that the Supplier(s) provide flexible and customizable contract options. Our Members have different levels of expectations and needs based upon their purchasing strategies. Our preference is to provide choice to our Membership knowing that some Members may designate this contract as a Primary Supplier Position where others may prefer a Basic supply agreement. Members may choose from the following tiers:

- Basic Supplier Status – Access to general catalog discount schedule, market basket pricing, and a Member specific hot list. This Status does not require the Member to commit any spend volume to the supplier.
- Co-Primary Supplier Status – Access to general catalog discount schedule, market basket net pricing, and a Member specific hot list. Additional discounts above and beyond the Basic Supplier Status for the category discount schedule and market basket pricing, and additional financial incentives. Member commits to a goal of at least 50% of their addressable spend volume to the Supplier.

- Primary Supplier Status – Access to the general catalog discount schedule, market basket net pricing, and a Member specific hot list. Top level discounts and benefits above and beyond the Co-Primary Supplier Status for the category discount schedule and market basket based on highest usage/spend, and additional financial incentives. Member commits to assign the Supplier as the primary supplier for the addressable spend.

**At the Member's option, the Member may elect to change tiers."**

2. Section 2.2.12 Reports (page 11), the fifth bullet, currently reads as follows:

- "Supplier(s) **MUST** provide quarterly usage reports for the aggregate E&I Membership participants to E&I Cooperative Services, which must include, but not limited to, Member name, manufacturer name, manufacturer part number, supplier part number, description, product category, unit of measure, quantity ordered, etc. This requirement is separate from the Report of Sales as listed in Section 6.4.1. In addition, Supplier(s) must be able to provide a spend summary report by category and any other reports E&I may request. These changes constitute an addendum to the above referenced RFP and are made a part thereof."

This shall now read as follows:

- "Supplier(s) **MUST** provide quarterly usage reports for the aggregate E&I Membership participants to E&I Cooperative Services, which must include, but not limited to, Member name, manufacturer name, manufacturer part number, supplier part number, description, product category, unit of measure, quantity ordered, **unit price**, etc. This requirement is separate from the Report of Sales as listed in Section 6.4.1. In addition, Supplier(s) must be able to provide a spend summary report by category and any other reports E&I may request."

3. Section 4.2.A Requirements for Return of Proposal Responses for the First Envelope (page 16) listed on the first bullet currently reads as follows:

- "Two (2) 'originals' and ten (10) additional copies of the proposal response (duly marked), each submitted in a three (3) ring binder and signed by a representative authorized to sign the proposal on behalf of Supplier, excluding "Tab 5 – Pricing", Part 7, and Attachment G-H."

This shall now read as follows:

- "Two (2) 'originals' and ten (10) additional copies of the proposal response (duly marked), each submitted in a three (3) ring binder and signed by a representative authorized to sign the proposal on behalf of Supplier, excluding "Tab 5 – Pricing", Part 7, and **Attachment G and G-2.**"

4. Section 4.2.B Requirements for Return of Proposal Responses for the Second Envelope (page 16) listed on the first bullet currently reads as follows:

- "Two (2) 'originals' (duly marked) of "Tab 5 – Pricing", Part 7, and Attachment G and ten (10) additional copies."

This shall now read as follows:

- "Two (2) 'originals' (duly marked) of "Tab 5 – Pricing", Part 7, and **Attachment G and G-2.**"

5. **Attachment G-1, Clinical Tab, has been revised. This revised document is to be utilized in calculating the weighted average discount in Attachment G, Tab C Discount Categories.**

Please sign below and return the addendum with your RFP response to acknowledge receipt of the addendum. Should you have any questions or concerns, please do not hesitate to contact me Laura Perin at 913-706-3100 Thank you.

Sincerely,



Laura Perin

Vice President, Scientific Category

cc: Christine Belzer, Contract Manager, Sciences

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(Supplier)

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(Authorized Signature)

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(Printed Name)

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(Title)

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