

UNIVERSITY OF CALIFORNIA HEALTH

REQUEST FOR PROPOSAL

FOR:

Electrophysiology Products, Accessories, Software, Equipment and Service & Maintenance

DATE ISSUED: **July 16, 2021**

QUESTION DUE DATE: **July 23, 2021 by 3:00 PM PST**

PROPOSAL SUBMISSION DUE DATE: **August 6, 2021 by 3:00 PM, PST**

CONTACT NAME: **Andenet Emiru**

EMAIL: **Andenet.Emiru@ucop.edu**

PHONE: **(510)987-9293**

RETURN RESPONSE

VIA EMAIL: **Andenet.Emiru@ucop.edu**

SUBJECT LINE: **EP RFP#0716UCOP2021**

1. Introduction

This Request for Proposal (“RFP”) states the instructions for submitting information, the procedures and criteria by which a supplier will be selected, and the terms and conditions by which UC HEALTH proposes to govern the relationship between itself and the selected suppliers. You have been selected because you are a current business partner within UC HEALTH facilities. In order to maintain the integrity of the RFP process, suppliers, administrators, staff and physicians will adhere to a Quiet Period as defined below:

Quiet Period – The Quiet Period is hereby defined as July 16, 2021 through September 1st, 2021. All questions should be solely directed to the contacts provided via the email addresses included on this Request. Suppliers shall refrain from discussing initiative specifics with all hospital personnel outside the Strategic Sourcing Manager for UC Health leading this initiative. During the Quiet Period, any communication with hospital personnel outside the Strategic Sourcing Manager for UC Health will be exclusively limited to that supplier’s product(s) education and case support. Any supplier(s) linked to activities that makes selection more difficult, or causes disruption/delays through miscommunication, may be prohibited from participation in all current and future UC HEALTH contract awards. Failure to adhere to the Quiet Period may result in disqualification of your Response.

2. Scope

A. Background

UC Health has undertaken a process to review the quality and costs associated with the delivery of care with regards to impactful high volume, high cost medical devices. Electrophysiology has been selected to bid with annualized spend representing \$14,700,000. This figure coincides with reduction in elective procedures due to the COVID-19 pandemic so annualized spend is likely understated compared with normal business operations. This initiative to drive affordability is particularly important to our state funded University of California System which has been critically impacted by the pandemic resulting in a \$2.7B revenue loss. Added expenses from COVID-19 have been incurred from increases in supply utilization, staffing resources, patient overflow sites as well as a reduction in elective procedures. The success of this project is imperative, and **we have support of clinical leadership and physician stakeholders in this process.** Our goal is to ensure a reduction in costs while maintaining quality of care and physician supplier choice.

As a current supplier or prospective supplier with UC HEALTH, you are requested to provide a proposal. Please be aware that this is an extensive bid. All Suppliers are cautioned to allow ample time for the submission of RFP responses well before the due date time requirement.

Our expectation is that all included suppliers will provide fair market pricing in return for access to facilities, one system wide contract with UC Health; and market best pricing for additional committed awards, as well as agree to the business terms.

UC HEALTH fully recognizes and appreciates the quality products and services that you provide. Our goal in this effort is to identify suppliers wishing to continue their business partnership with UC HEALTH and supply the high-quality EP Products, Accessories, Software, Equipment along with Service and Maintenance at cost-effective pricing. It is only through this collaboration that we can work together towards the mutual goals of optimum care and best

clinical outcomes for the UC HEALTH community. Suppliers choosing to not meeting **access commitment** pricing will not have a contract with UC Health and only be asked to supply products when there is a clinical need for such use.

B. Network Participants:

The RFP and any award or contract resulting from this bid will cover UC HEALTH facilities and affiliates of the health systems participating in this initiative.

UC HEALTH locations:

- Current UC Health members completing EP procedures:
 - UCD Health
 - UCI Health
 - UCLA Health
 - UCSD Health
 - UCSF Health

C. Products and Services Covered:

Electrophysiology – UC HEALTH Annual Spend \$14,700,000 (Consumables Only)

UC HEALTH will be offering business to suppliers that meet the required Access Tier pricing, and commitment of various level. Market Share Commitments will be based on units purchased in the category of Diagnostic Catheters, Ablation Catheters and Accessories.

Product/Service Description
1. Diagnostic electrophysiology catheters: Multi-pole, non-deflectable or multiple deflectable
2. Ablation catheters: multi-pole non-irrigated radiofrequency, multiple irrigated radio frequency, or cryoablation catheters
3. Intracardiac ultrasound imaging catheters
4. Electrophysiology introducer sheaths: non-deflectable or deflectable
5. Trans-septal catheterization needles
6. 3D mapping electrodes and patches
7. 3D mapping catheters (equipment specific)
8. Cardiac Mapping and Ablation System
9. Premium Service Plans: Including Software Upgrades / Revisions, Annual Preventive Maintenance, On-Site Service, Priority Response and Next Day Shipping

Cross References: In order to fully examine and optimize all possible award structures, UC Health requests that current product spend be cross referenced to the best of your ability so your proposal value can be fully evaluated. The attached RFP Response Template has all the items purchased for the past 12 months. Please select whether the cross reference item is an exact match or functionally equivalent product for each item.

D. Suppliers should identify the components of the Products included in the base price, all consumable products, substitute consumable products and recommended service parts for the

ongoing operation of the Equipment, including any conditions relevant to the supply of such products and service parts.

- E. For all Product including modules, accessories and software, UC Health is seeking Proposals under the following two financing models:
- a. Product Purchase
 - b. Operating Lease
- F. Under the Operating lease model, equipment will be acquired under a separate stand-alone agreement which shall be compliant with the required commercial and accounting principles.

3. Quantitative Proposal (Volume and Statistics):

With physician engagement, our goal is to reduce cost without limiting physician choice. After category evaluation of pricing and market share, we ask for your pricing proposals based on the below structure.

Please see Attachment 1:

- Excel Spreadsheet Tab 1 (**Core Items**). Please indicate you will meet the requested access price and provide additional pricing for committed market share
- Excel Spreadsheet Tab 2 (**Cross Reference**). Please provide a cross reference for products used in the last 12 months by indicating if the product is an “exact” or “functional equivalent” match and provide access price along with additional pricing for committed market share
- Excel Spreadsheet Tab 3 (**Capital-Software-Service Plans**). Please provide a copy of your published price list, access price and additional pricing for committed market share, for all products, associated accessories, software, capital equipment and services & maintenance
- Excel Spreadsheet Tab 4 (**Add-on Services**). Identify and quote any additional products/services that are available or include any other proposal details.

4. Acceptance of Contract Legal Terms and Conditions

Selected suppliers will be invited to enter into a Contract substantially in the form attached in Appendix A, B and C [UC Health Master Purchasing Agreement, Data Security and BAA]. UC Health intends to execute a Contract with each supplier within (30) days after completion of the Proposal evaluations. In the interest of reaching agreement in the shortest reasonable time period, suppliers should list in their proposals any provisions of the Contract that are unacceptable or which, in the supplier’s view, do not provide good “value for money” to UC Health and which the Supplier would request to be deleted or amended (accompanied by a redline of the applicable Contract section(s) highlighting the requested modification(s)).

Suppliers are strongly encouraged to limit any requested modifications. Suppliers should provide the rationale for any requested modifications.

Suppliers should take note UC Health reserves the right to reject any Proposal that contains omissions, exceptions or variations not acceptable to, or material to, UC Health.

5. Additional Terms & Conditions:

A. Firm fixed pricing without rebates or market share commitments for the term of the agreement is required at “**Access Tier.**”

B. New pricing to be effective on September 1st, 2021.

C. UC HEALTH shall not accept a price increase on any line item during agreement term.

D. In the event that market forces drive down market prices, UC HEALTH will expect suppliers to extend the reduced market competitive pricing to UC HEALTH.

E. New technology will not be introduced without prior review and approval of UC HEALTH Members based on its established new technology policies. Should such **new technology** (next generation) become available, UC HEALTH will conduct an evaluation to determine if the product meets facility criteria and clinical needs. This evaluation may also include in-service education and/or clinical trials. If accepted, final pricing and product conversion (if required) will be negotiated based on the contract pricing of the nearest comparable product or construct for which pricing has been mutually agreed upon at the time of release. Invoices that contain implant products that are not listed as approved products will not be paid.

F. During the contract period, a supplier may release **new versions of existing technology**. If it is determined that a new release causes an existing product to become obsolete, the supplier will provide the updated device at the existing contract price.

G. UC HEALTH asks for first right of refusal on new technology market introductions.

H. UC HEALTH will not accept an additional fees or charges.

I. Supplier will replace products that do not function properly or are deemed unacceptable due to inferior quality.

J. Freight is F.O.B. Destination, freight pre-paid standard next day delivery. Shipping costs are the responsibility of the supplier.

K. Payment terms are net thirty (30) days after receipt of invoice. Late payment penalty will not apply.

L. Supplier(s) must continue to respect and comply with all UC HEALTH procedures.

M. Supplier representative support must be adequate to meet the needs of the UC HEALTH.

5. Closing Date

SUPPLIERS MUST RESPOND IN THE REQUIRED FORMAT AND SHOULD NOT MODIFY ANY FIELDS HEREIN. RESPONSE WILL REQUIRE A FOLLOW-UP DETAILED LINE ITEM PRICE LIST IN ELECTRONIC EXCEL FORMAT.

Please return proposal **electronically** via e-mail to the attention of:

Andenet Emiru

Andenet.Emiru@ucop.edu

Strategic Sourcing Manager

No later than **AUGUST 6TH, 2021 BY 3PM PST.**

Failure to respond by the time and date specified or failure to comply with the procedures specified herein constitutes cause for rejection of the proposal.

If confidential or proprietary information is included in the proposal, it should be clearly delineated in writing. Proposals submitted will be the property of UC HEALTH and will not be returned.

6. Acceptance:

Supplier Representative Signature

Supplier Name

Date

7. Questions:

Questions pertaining to any portion of this RFP or other aspects of this initiative should be directed to: Andenet.Emiru@ucop.edu