

How to Use the Medical Commodities Statewide Contract

Contract #: HSP40	Contract Duration: 4/1/15 to 6/30/20
MMARS #: HSP40*	Options to Renew: Two of one year each
Contract Manager:	Peter Etzel 617-720-3397 peter.etzel@state.ma.us
This contract contains:	Prompt Payment Discounts (PPD), Supplier Diversity Program (SDP), and Small Business Purchasing Program (SBPP)
UNSPSC:	42-19-00
Last change date:	August 25, 2016

Contract Summary

This contract covers medical commodities for medical, surgical, urological, or wound care that are used for the provision of healthcare in any setting. It does not cover laboratory supplies and equipment, prescription drugs and medical equipment costing more than \$5,000 per unit. The products and services available include:

- disposable equipment
- exam supplies and instruments: blood pressure cuffs, stethoscopes, thermometers,
- first aid products
- germicides, gloves, medical hosiery, protective wear
- IV sets, solutions, supplies and related products
- medical training aids such as manikins
- needles and syringes
- nursing charting and other supplies
- nutritional products including enteral feeding products and supplies
- medical linen, medicated soaps



- patient items: condoms, diapers, incontinence diapers/ briefs/under pads, mouth care products, sick room utensils, ostomy care products

Healthcare equipment with an individual value greater than \$5,000 is not covered by this contract and must be obtained from SWC HSP38 Healthcare Equipment Furniture, Furnishings & Related Services, or its successor contract.

Benefits and Cost Savings - General

- Competitive published net price lists allow buyers to compare prices.
- Vendors may offer additional market share or \$ volume discounts, or consignment programs.
- May pre-arrange direct billing Medicare Part B or purchaser at that price if lower than the Net Price List.
- Vendors must work with a purchaser to provide free sample products when the purchaser is conducting product review or evaluation trials prior to purchase.
- Vendors must arrange for purchaser training on products and respond to a request for training within ten (10) Calendar days of the request. When Continuing Education Credits are available for the training, the Vendor must make them available.

Benefits and Cost Savings - Municipalities

- Pricing based on statewide volume
- Option to not do own solicitation with no limit on purchase amount or additional quantities needed later
- Operational Services manages the contract and can assist in resolving contract issues

Who Can Use This Contract?

Applicable Procurement Law:

MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education



07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options:

Purchases made through this contract will be direct outright purchases.

When not placing orders through COMMBUYS:

- To make it clear that the order is a “use of a Statewide Contract” for procurement purposes include the following statement: “This order is placed under Statewide Contract HSP40”.
- It is recommended that the following language also be included: “All of the terms and conditions of the Statewide Contract HSP40 are incorporated herein and made a part hereof. Conflicting or additional terms, conditions or agreements included in or attached to this form shall be considered to be superseded and void.”

Pricing and Buying Details:

For purchaser job aids, click here: [COMMBUYS Purchasing Job Aids](#).

General Hint - One way to find this SWC is with “Advanced Search” entering the contract number (three letters two digits) in the “Description” field.

Vendor catalogs can be searched in their Master Blanket Purchase Order (MBPO) **ONLY** if you are logged in to [COMMBUYS](#), and were assigned a “Basic Purchasing” role by your Organization Administrator. When you log in and are working under the Basic Purchasing Tab (many users will see only this tab), you can search the items in a vendors catalog under the items tab. You can use the results of your review of prices or your RFQ to create your Purchase Requisition, which will become your Purchase Order when approvals are complete.

Massachusetts State Net Price Lists

These are catalogs posted on COMMBUYS in each vendor’s Master Blanket Purchase Order. If a vendor has a G2B punch-out catalog, click the link, build an order in the vendor’s site, when finished the order will be transmitted back to COMMBUYS as your PO.



The vendors who committed to being Group Purchasing Organizations (GPO) Distributors are: Geriatric Medical & Surgical, RGH DBA Independence Medical, McKesson Medical-Surgical, and Westnet. They are able to use the MHA GPO Contracts to establish their maximum acquisition cost in determining their Net Price. To access the MHA catalog go to the [MHA Home Page](#), which is mhainc.com. Accessing the catalog requires an account number and password.

Quotes:

The purchaser must contact a Vendor or Vendors on the Contract when a product is not on the Vendor's MA State Net Price List for a Quote in the form of a Net Price. The quoted and accepted price remains in effect until the next update of the price list. These additionally quoted products can be ordered from the vendor's catalog using the last line item "Non-catalog item quoted by vendor per RFR".

At a Glance Guide for MMARS Users:

Vendor Line:	Vendor Code:	Vendor Name:
1	VC6000156498	GERIATRIC MEDICAL & SURGICAL
2	VC6000243176	MCKESSON MEDICAL -SURGICAL
3	VC6000239414	MEDLINE INDUSTRIES INC
4	VC6000180121	WESTNET INC
5	VC0000651490	RGH ENTERPRISES INC
6	VC6000175319	TRANS MED USA INC

Additional Information

Geographic Service and Delivery Areas:

Contractors will be able to provide the requested service(s) throughout the Commonwealth.

Recalls or Notices of Defects:

The purchaser is to receive timely Vendor notice to work together to maintain operations. The purchaser is not responsible for the cost to replace the item and has the option of receiving a credit instead.

Returns:

The purchaser may return any item in original packaging and in saleable condition within seven (7) calendar days of receipt of order unless at time of the order the Vendor clearly stated in writing that an item was not returnable. A wrongly shipped item received in error for which the purchaser notifies the Vendor within sixty (60) calendar days of receipt must be replaced, credited, or repaid by check at the option of the



purchaser. The Vendor is responsible for the shipping costs of all returns and restocking charges are not allowed under the Contract.

Delivery:

Shipping is free for delivery from the Vendor or for drop shipping directly from a manufacturer or other source within seven (7) calendar days of orders of \$50.00 or more in the same day to the same delivery address. A purchaser has the option of agreeing to special charges such as: a delivery charge of up to \$20.00 for orders under \$50.00, expedited (express or overnight) delivery, hazmat fees, or other special handling. All fuel charges or fuel surcharges are prohibited under this Contract.

Where to Find Contract Information on COMMBUYS

To find in depth Master Blanket Purchase Order (MBPO) information: on the [COMMBUYS](#), login page click on the “Contract & Bid Search” link, click the Contracts/Blankets button, enter the contract number (three letters two digits) in the Contract/Blanket Description, (if you have logged in and searching, some users will see a box labelled “Header Major Status” – if so, use the dropdown menu to select “3PS-Sent), then all users click the “Find It” button, to see all MBPO’s. You will see the MBPO’s listed below for each of the Contractors. If you see a “vCurrent” MBPO, it is historical information from the prior COMM-PASS system. Click the link you want to see. The Contract User Guide and RFR are posted with the MBPO’s.

Strategic Sourcing Team Members

Name	Organization
Kathy Bouchard	Chelsea Soldiers Home
Debra Combra	Department of Mental Health
Jennifer Fennel	Lemuel Shattuck Hospital
Judy Lydon-Ruby	Wrentham Developmental Center
Dorothy Martin	Department of Mental Health
Kathy Monahan	Holyoke Soldiers Home
Jacqueline Paye	Western Mass Hospital
Kathy Rufo	Tewksbury State Hospital



OPERATIONAL SERVICES DIVISION

Brian Sullivan	Western Mass Hospital
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Vendor List and Contract Information

Please confirm on COMMBUYS the current availability of vendors listed below. PO numbers refer to Statewide Contracts in COMMBUYS. Supplier codes: Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), and Environmentally Preferable Products Program (EPP).

Detailed vendor information is available on [COMMBUYS](#), click on the “Registered Vendor Search” link.

Vendors	Contact Name	Phone Numbers	Email	Program	PPD
Geriatric Medical & Surgical Supply	Jeff Goldstein	800-442-1205	jgoldstein@geriatricmedical.com		1%/20
PO-16-1080-OSD03-SRC3-00000006251 or Future PUNCH-OUT G2B PO-16-1080-OSD03-SRC3-00000007021					
Independence Medical (RGH) was Invacare	Santino Zappitelli	800-860-8027 ext 4047	santinoz@indemed.com		1%/15
PO-15-1080-OSD01-OSD10-00000004523					
McKesson Medical-Surgical/MN Supply	Scott Pickens	(614) 208-0950	scott.pickens@mckesson.com		1%/10
PO-16-1080-OSD03-SRC3-00000005360 PUNCH-OUT G2B					
Medline Industries	Keith White	508-478-3713	kwhite@medline.com		1%/10
PO-16-1080-OSD03-SRC3-00000006574 or Future PUNCH-OUT G2B PO-16-1080-OSD03-SRC3-00000006822					
Trans Med USA	Darius Masalehdan	978-649-1970	darius@transmed-usa.com	SBPP	1%/10
PO-16-1080-OSD03-SRC3-00000007014 or Future PUNCH-OUT G2B PO-16-1080-OSD03-SRC3-00000007672					
Westnet Inc.	Tina McLean	781-828-7772	Tina@westnetmed.com	SBPP, SDO	1%/10
PO-16-1080-OSD03-SRC3-00000006317					

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