

## HSP39: GPO for Medical Commodities & Equipment

UPDATED: 2.27.19

<b>Contract #:</b>	HSP39
<b>MMARS MA #:</b>	HSP39*
<b>Initial Contract Term:</b>	7/1/14 - 6/30/20
<b>Maximum End Date:</b>	two (2) one year extensions to 2022
<b>Current Contract Term:</b>	7/1/14 - 6/30/20
<b>Contract Manager:</b>	Gustav Pearson, 617-720-3101, <a href="mailto:gustav.pearson@mass.gov">gustav.pearson@mass.gov</a>
<b>This Contract Contains:</b>	
<b>UNSPSC Codes:</b>	42-19-00 Medical Facility Products

\*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

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# Contract User Guide for HSP39

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## Contract Summary

This is a Statewide Contract for a GPO for Medical Commodities & Equipment. This contract covers a Group Purchasing Organization (GPO) agreement for Medical Commodities and Equipment with sole Contractor, Managed Healthcare Associates (MHA), whose GPO membership includes over 9,000 healthcare facilities such as hospitals and nursing homes. The GPO realizes savings and efficiencies by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors of healthcare supplies. Please see item 1 under Additional Information below for more information on a GPO. MHA supports the Commonwealth by using their contracts to establish the acquisition prices for medical commodities purchased from distributors who committed to work with a GPO through SWC HSP40 for Medical Commodities and successor contracts; and by allowing direct purchases of equipment from manufacturers using the GPO's contracts through a Department of Public Health (DPH) contract.

UPDATES:

## Benefits and Cost Savings

Statewide contracts are an easy way to obtain benefits for your organization by leveraging the Commonwealth's buying power, solicitation process, contracting expertise, vendor management and oversight, and the availability of environmentally preferable products.

Aggregation of the GPO's membership national purchasing volume to establishing manufacturers' price.

The GPO supports Statewide Contract HSP40, Medical Commodities and DPH, Healthcare Equipment and their successor contracts.

## Find Bid/Contract Documents

- To link directly to the MBPO for HSP39 visit Master Blanket Purchase Order [PO-14-1080-OSD01-OSD10-00000001279](#).

## Who Can Use This Contract

### Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00;

### Eligible Entities

Please see the standard list of Eligible Entities on our [Who Can Use Statewide Contracts](#) webpage.

## Subcontractors

The awarded vendor's use of subcontractors is subject to the provisions of the Commonwealth's Terms and Conditions

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and Standard Contract Form, as well as other applicable terms of this Statewide Contract.

## Pricing, Quote and Purchase Options

### Purchase Options

The purchase options identified below are the only acceptable options that may be used on this contract:

- No purchases are made from or direct payments made to the GPO. The GPO lists their portfolio of contracts on their website and is accessible once the purchaser establishes a user name and password by contacting the MHA account manager listed below.

### Pricing Options

- There are no Pricing Options

### Product/Service Pricing and Finding Vendor Price Files

Since no purchases are made from or direct payments made to the GPO., there are no vendor price files.

### Setting Up a COMMBUYS Account

COMMBUYS is the Commonwealth's electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the COMMBUYS Help Desk to set up a COMMBUYS buyer account for your organization: (888)-627-8283 or COMMBUYS@state.ma.us.

Per **801 CMR 21.00**, Executive Branch Departments must use established statewide contracts for the purchase of commodities and services. Specifically, Executive Departments are required to use OSD's statewide contracts, including designated statewide contracts, if available, for their specific commodity and service needs. Exceptions will only be permitted with prior written approval from the Assistant Secretary for Operational Services, or designee.

When contacting a vendor on statewide contract, always reference HSP39 to receive contract pricing.

### Quick Search in COMMBUYS

Log into COMMBUYS, and use the Search box on the COMMBUYS header bar to locate items described on the MBPO or within the vendor catalog line items. Select Contract/Blanket or Catalog from the drop-down menu.

### How To Purchase From The Contract

- No purchases are made from or direct payments made to the GPO.

## Instructions for MMARS Users

MMARS users must reference the MA number in the proper field in MMARS when placing orders with any contractor.

## Contract Exclusions and Related Statewide Contracts

There are no exclusions.

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## Shipping/Delivery>Returns

- No purchases are made from or direct payments made to the GPO.

## Additional Information/FAQs

### Geographical Service Area

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

### Group Purchasing Organization (GPO)

GPO savings and efficiencies are realized by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors of health supplies such as pharmaceuticals, biologics, medical/surgical equipment, laboratory supplies, and capital equipment. GPO's actively negotiate contracts with manufacturers on behalf of their members, and/or provide their members access to the purchasing contracts of other GPO's.

MHA is not itself a vendor on this contract, but through MHA the Commonwealth can access MHA's national contract pricing. Their role is further explained in "Using the Contract".

All term leases, rentals, maintenance or other agreements for services entered into during the duration of this Contract and whose performance and payment time frames extend beyond the duration of this Contract shall remain in effect for performance and payment purposes (limited to the time frame and services established per each written agreement). No written agreement shall extend more than five (5) years beyond the final termination date of this Statewide Contract. No new leases, rentals, maintenance or other agreements for services may be executed after the Contract has expired.

## Strategic Sourcing Team Members

- Jennifer Fennell    Lemuel Shattuck Hospital
- Judi Lydon-Ruby    Wrentham Developmental Center
- Dorothy Martin    Department of Mental Health
- Jacqueline Paye    Western Massachusetts Hospital
- Kathy Rufo    Tewksbury State Hospital
- Brian Sullivan    Western Massachusetts Hospital



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## Vendor List and Information\*

Vendor	Master Blanket Purchase Order #	COMMBUYS Catalog Punch Out Available	Contact Person	Phone #	Email	Categories	Counties	Discounts (PPD, Dock Delivery, Other)	MBE MWBE WBE Veteran	Minimum Order	List any other important items
Managed Healthcare Associates	<a href="#">PO-14-1080-OSD01-OSD10-00000001279</a>	N/A	Alec Weems	(804) 433-4075	<a href="mailto:AWeems@mhinc.com">AWeems@mhinc.com</a>	N/A	N/A	N/A	N/A	N/A	N/A

\*Note that COMMBUYS is the official system of record for vendor contact information

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