

Contract User Guide for HSP43

HSP43: GPO for Medical Commodities & Equipment

UPDATED: July 24, 2025

Contract #:	HSP43
MMARS MA #:	HSP43*
Initial Contract Term:	July 1, 2022 – June 30, 2027
Maximum End Date:	June 30, 2027
Current Contract Term:	July 1, 2022 – June 30, 2027
Contract Manager:	Tina Sang, (617) 359-7287, Tina.J.Sang2@mass.gov Sonia Castro, (617) 359-7271, Sonia.Castro@mass.gov
UNSPSC Codes:	42-19-00 Medical Facility Products
Updates:	Category Manager & Vendor's contact information

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

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Contract Summary

This is a Statewide Contract for a GPO of 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 [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 HSP44 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. This contract can be used for units costing \$5000 or above per unit.

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.

This contract utilizes the aggregation of the GPO's membership and national purchasing volume to establish manufacturers' price(s). The GPO will connect buyers directly with one of their vendor partners. The GPO may also provide you with vendor contact information so you can go directly.

Find Bid/Contract Documents

To link directly to the Master Blanket Purchase Order (MBPO) for HSP43 visit [PO-22-1080-OSD03-SRC01-25814](#).

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.

Supplier Diversity Requirements

When selecting contractors and placing orders, Executive departments shall utilize diverse and small businesses to the extent possible based on contract terms, SDO and departmental policies, laws, and regulations. Additionally, departments shall make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the "Programs (SDO and SBPP)" tab for current certification and small business status of contractors on this contract.

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Given the nature of the HSP43 contract, this GPO does not have an SDP commitment or fall under the current supplier diversity requirements of Statewide Contracts. This designation does not preclude agencies from using this 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 username and password by contacting the MHA account manager. Please note, as a buyer, you may be asked to establish an account with any vendors you work with via an HSP contract.
- This contract can be used for items exceeding \$5,000.00 per unit.

Pricing Options

- There are no Pricing Options. Please contact the MHA representative with questions and for information on the vendors or distributors that can service your needs. Always contact the vendors/distributors for the most up-to-date pricing.

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@mass.gov.

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 HSP43 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. The GPO will connect you with their vendors/distributors.

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Instructions for MMARS Users

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

Environmentally Preferable Products (EPP)

EPP Requirements:

State buyers are reminded that [Environmentally Preferable Products \(EPP\) Procurement Program](#) requirements for the use of environmentally preferable disinfectants, and some cleaning supplies, has been waived due to the availability of the products impacted by the demand caused by COVID-19. As the EPP supply replenishes, buyers are reminded that these disinfectants and other third-party certified products remain recommended for use and are selected for public health and environmental standards. For additional guidance, visit the Toxics Use Reduction Institute's [COVID-19: Safely Clean & Disinfect](#) webpage.

Emergency Services

Many statewide contracts are required to provide products or services in cases of statewide emergencies. [ML - 801 CMR 21](#) defines emergency for procurement purposes. Visit the [Emergency Response Supplies, Services and Equipment Contact Information for Statewide Contracts](#) list for emergency services related to this contract.

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)

MHA is not itself a vendor on this contract, but through MHA the Commonwealth can access MHA's national contract pricing. 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. GPOs actively negotiate contracts with manufacturers on behalf of their members, and/or provide their members access to the purchasing contracts of other GPOs.

Performance and Payment Time Frames Which Exceed Contract Duration

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 one (1) year 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 on June 30, 2027.

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Strategic Sourcing Team Members

- Jennifer Fennell, Lemuel Shattuck Hospital
- Dorothy Martin, Department of Mental Health
- Jacqueline Paye, Western Massachusetts Hospital
- Kathy Rufo, Tewksbury State Hospital
- Camille Clarke, Operational Services Division
- Kelly Thompson Clark, Operational Services Division (Inactive)
- Brian Sullivan, Western Massachusetts Hospital

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Vendor List and Information*

Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	Counties	SDO Certification Type
**[Conversion Vendor] [Master MBPO] (All contract documents)	PO-22-1080-OSD03-SRC01-25814	Tina Sang	617-359-7287	Tina.J.Sang2@mass.gov	N/A	N/A
Managed Healthcare Associates, Inc.	PO-22-1080-OSD03-SRC01-25814	Stephen Moll	405-250-9054	Smoll@mhainc.com	Services all counties	N/A

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

**The Master MBPO is the central repository for all common contract files. Price files may be found in the individual vendor's MBPO.

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