

**COUNTY OF DUTCHESS**

**Bid # RFB-DCP-78-18**

**Assistive Technology Devices/ Durable Medical Equipment for the DC Preschool Special Education Program**

**Term: November 14, 2018 - November 13, 2019 with three (3) one (1) year renewal options**

|   |  |  |   |  |  |   |  |
|---|--|--|---|--|--|---|--|
| <b>Awarded Vendor:</b>                                      | <b>Children's Orthotic &amp; Prosthetic Services, Inc.</b><br>60 Park Lane, Suite 1<br>Highland, NY 12528<br>Contact: Robin Shephard<br>845-883-3038<br>childrensoandp@optimum.net | <b>Home Health Pavilion, Inc.</b><br>5027 Route 9W<br>Newburgh, NY 12550<br>Contact: Mansoor Haidary<br>845-926-3228<br>mansoor@hhpdme.com | <b>Independent Living Aids</b><br>137 Rano Street<br>Buffalo, NY 14207<br>Contact: Karin Danza<br>716-332-2972<br>karin@independentliving.com | <b>Oticon, Inc.</b><br>580 Howard Avenue<br>Somerset, NJ 08873<br>Contact Name: Allison Soll<br>888-684-7331<br>pediatrics@oticonusa.com | <b>School Health Corporation</b><br>865 Muirfield Drive<br>Hanover Park, IL 60133<br>Contact: Andrew Wlezen<br>866-323-5465<br>bids@schoolhealth.com | <b>Sonova USA, Inc.</b><br>4520 Weaver Parkway<br>Warrenville, IL 60555<br>Contact: Evan Claytor<br>630-746-2249<br>evan.claytor@phonak.com | <b>Westminster Technologies, LLC</b><br>1702 St. Clair Ave., NE<br>Cleveland, OH 44114<br>Contact: Ted Klopp<br>216-325-6960<br>tklopp@westminstertech.com |
| <i>Item (s):</i>  |  |  |   |  |  |   |  |
| <b>Item 2.01- Durable Medical Equipment</b>                 |  |  |   |  |  |   |  |
| Durable Medical Equip @ Medicaid Pricing                    | Yes  | Yes  | No  | NB   | NO   | NB  | NB   |
| Warranty Period:  | 90 days  | Manuf warranty applies   | NB  | NB   | NB   | NB  | NB   |
| <b>Item 2.02: Seating &amp; Positioning Devices</b>         |  |  |   |  |  |   |  |
| Therapeutic Strollers(% over wholesale)                     | NB   | 50% over cost  |   | NB   |  | NB  | NB   |
| Therapeutic Strollers(% less than MSRP)                     | NB   |  |   | NB   | 10.00%   | NB  | NB   |
| Wheelchairs (% over wholesale)                              | NB   | 50% over cost  |   | NB   |  | NB  | NB   |
| Wheelchairs ( % less than MSRP)                             | NB   |  | 5.00%   | NB   | 10.00%   | NB  | NB   |
| Prone Standers (% over wholesale)                           | NB   | 50% over cost  |   | NB   |  | NB  | NB   |
| Prone Standers (% less than MSRP)                           | NB   |  |   | NB   | 10.00%   | NB  | NB   |
| Similar & Like Items (% over wholesale)                     | NB   | 50% over cost  |   | NB   |  | NB  | NB   |
| Similar & Like Items (% less than MSRP)                     | NB   |  | 5.00%   | NB   | 10.00%   | NB  | NB   |
| Warranty Period:  | NB   | Manuf warranty applies   | 60 days from ILS & then manuf's   | NB   | Manuf warranty applies   | NB  | NB   |
| <b>Item 2.03 Certified as a Medicaid approved provider.</b> | NO   | NO   | NO  | NO   | NO   | NO  |  |
| Hearing Aids (% over wholesale)                             | NB   | NB   |   | 15.00%   | NB   | *Pricing level S2 per Edu price & policy submitted catalog  | NB   |
| Hearing Aids (% less than MSRP)                             | NB   | NB   | 5.00%   |  | NB   |   | NB   |
| FM Trainers (% over wholesale)                              | NB   | NB   |   | 22% to 33%-varies based on product *see Edu Catalog  | NB   | *Same as above  | NB   |
| FM Trainers (% less than MSRP)                              | NB   | NB   | 5.00%   |  | NB   |   | NB   |
| Warranty Period:  | NB   | NB   | 60 days from ILS & then manuf's   | 3 yr repair & 1 time replacement   | NB   | Roger -2 yr warranty. All other hearing instru -12 mo warranty  | NB   |

**COUNTY OF DUTCHESS**

**Bid # RFB-DCP-78-18**

**Assistive Technology Devices/ Durable Medical Equipment for the DC Preschool Special Education Program**

**Term: November 14, 2018 - November 13, 2019 with three (3) one (1) year renewal options**

|   |  |  |   |  |  |   |  |
|---|--|--|---|--|--|---|--|
| <b>Awarded Vendor:</b>  | <b>Children's Orthotic &amp; Prosthetic Services, Inc.</b><br>60 Park Lane, Suite 1<br>Highland, NY 12528<br>Contact: Robin Shephard<br>845-883-3038<br>childrensoandp@optimum.net | <b>Home Health Pavilion, Inc.</b><br>5027 Route 9W<br>Newburgh, NY 12550<br>Contact: Mansoor Haidary<br>845-926-3228<br>mansoor@hhpdme.com | <b>Independent Living Aids</b><br>137 Rano Street<br>Buffalo, NY 14207<br>Contact: Karin Danza<br>716-332-2972<br>karin@independentliving.com | <b>Oticon, Inc.</b><br>580 Howard Avenue<br>Somerset, NJ 08873<br>Contact Name: Allison Soll<br>888-684-7331<br>pediatrics@oticonusa.com | <b>School Health Corporation</b><br>865 Muirfield Drive<br>Hanover Park, IL 60133<br>Contact: Andrew Wlezen<br>866-323-5465<br>bids@schoolhealth.com | <b>Sonova USA, Inc.</b><br>4520 Weaver Parkway<br>Warrenville, IL 60555<br>Contact: Evan Claytor<br>630-746-2249<br>evan.claytor@phonak.com | <b>Westminster Technologies, LLC</b><br>1702 St. Clair Ave., NE<br>Cleveland, OH 44114<br>Contact: Ted Klopp<br>216-325-6960<br>tklopp@westminstertech.com |
| <b>Item 2.04:</b>   |  |  |   |  |  |   |  |
| Communications Devices (% over wholesale)                           | NB   | 50% over cost  |   | NB   |  | NB  |  |
| Communications Devices (% less than MSRP)                           | NB   |  | 5.00%   | NB   | 10.00%   | NB  | * 13% & 17%  |
| Warranty Period:  | NB   | Manuf warranty applies   | 60 days from ILS & then manuf's   | NB   | Manuf warranty applies   | NB  | *see notes   |
| <b>Item 2.05:</b>   |  |  |   |  |  |   |  |
| Similar and Like Items (% over wholesale)                           | NB   | 50% over cost  |   | NB   |  | NB  | NB   |
| Similar and Like Items (% less MSRP)                                | NB   |  | 5.00%   | NB   | 10.00%   | NB  | NB   |
| Warranty Period:  | NB   | Manuf warranty applies   | 60 days from ILS & then manuf's   | NB   | Manuf warranty applies   | NB  | NB   |
| <b>Item 2.06:</b>   |  |  |   |  |  |   |  |
| LABOR for custom fabrications/hourly charge                         | \$72.00  | \$90.00  | NB  | NB   | NB   | NB  | NB   |
| Warranty Period:  | 90 days  | Manuf warranty applies   | NB  | NB   | NB   |   | NB   |
| NOTES:  |  |  |   | * See bid submittal - vendor included catalog with edu pricing, etc...   | See bid submittal for exceptions/ exclusions, order instructions, minimum order requirements, pymt terms, delivery instructions, etc...              | * See bid submittal - vendor included catalog with pricing, ordering instructions, S&H charges, etc...                                      | *See bid submittal - Vendor included separate product list with varying discounts and warranties for Item 2.04.  |
| SEE RFB-DCP-78-18 SPECIFICATIONS FOR DETAILED TERMS AND CONDITIONS. |  |  |   |  |  |   |  |