

UNIVERSITY MEDICAL CENTER OF SOUTHERN NEVADA
RFP NO. 2011-19
Cochlear Implant Products

August 3, 2011

ADDENDUM NO. 1

Questions and Answers

- Q1** It says the proposal must be on paper bound with tabs, but then says no binders... Just want to confirm that you want basically a large paper clip to attached the proposal pages together then.....
- "All proposals shall be on 8-1/2" x 11" paper bound with tabbed dividers labeled by evaluation criteria section to correspond with the evaluation criteria requested in Section 18. The ideal proposal will be 3-hole punched and bound with a binder clip. Binders or spiral binding is not preferred or required."*
- A1 That is correct. We prefer to receive each proposal copy bound by a large binder clip. We do not have room in our files for binders, etc.
- Q2** We are not located in NV, have no employees in NV, and are shipping goods directly to a Clark County facility. Therefore, I interpret the guidelines in the RFP as meaning we are NOT required to obtain any Clark County business license. Is that correct?
- A2 Prior to award, UMC will send a referral form to the Clark County Business License department for a final determination. However, you interpretation is likely correct. If it is determined by Clark County Business License department that a business license is required, UMC will not award the contract until the appropriate licensing is completed.
- Q3** The RFP does not specify how many processors to quote. The majority of hospitals purchase a two-processor system, but there are a number who do not. We do not wish to be put at a disadvantage by quoting a higher-priced two processor system if only one is required, but the cost of purchasing a two processor system up front is cheaper for the facility. Could you clarify what we should quote: a one or two processor system?
- A3 In the past, UMC has only used a one processor system. If you would like, in your proposal, please explain the advantage of a 2 processor system and how it is cheaper.
- Q4** I'm not sure of the definitions outlined in the RFP (below.) Cochlear implants I gather would refer to the cochlear implant system complete (implant, processor(s), batteries, cables, etc.) We provide everything that the patient needs. During warranty period, this is replaced for free. After warranty period, the patient contacts the manufacturer directly so there is no involvement by the hospital. Therefore, the category "Single-use products" does not seem to apply here. Could you confirm?
- A4 You interpretation is correct. The "single-use product" category is a standard category we use in case a supplier does provide a "single-use product" that is used in a procedure.
- Q5** Also, the category "hardware" is related only insofar as hospitals receive from manufacturers the necessary diagnostic and testing "hardware" required to test and program our specific implant systems. They are not cross-compatible with other manufacturers' products. This hardware is necessarily included at no charge on a permanent loan basis, since successful operation of the implant and

processor is dependent upon them. Also, since any upgrades, repairs or changes must be done by the manufacturer, we will swap the equipment out as necessary. Therefore, I also interpret this category as "N/A." Could you please confirm?

A5 You interpretation is correct.

Q6 In the RFP it mentions that all submissions are part of the public record. Therefore, as a guide, it would be good to see what has been submitted in the past, especially the immediate past one. Could you let me know where is this information located on the website?

A6 Per Nevada statute, your RFP response will be public record. The RFP is kept confidential until it is put on a Board agenda for award. At that point, your response becomes public record. Because the last RFP was never proposed for award, the proposal is not public record.

If you truly have confidential information, do not include it in your proposal. By the way, your pricing cannot be confidential. If you mark any part of your proposal confidential, it will be sequestered in the Contracts Management Dept until a release is received. If I don't receive a release, I will return your proposal to you and it will not be considered.

Also, UMC does not post the proposals on the website. Only the final contracts are posted on the Board agenda website when it is on an agenda for approval.

The RFP Opening date of August 16, 2011, 2:00:00 p.m. remains unchanged.

Should you have any questions, please contact me at (702) 383-3606 or via email at jim.haining@umcsn.com.

Issued by:

Jim Haining, CPSM, CPSD, C.P.M., A.P.P.
Contracts Management

Attachment(s): None

cc: File
Surgical Services