

UNIVERSITY MEDICAL CENTER OF SOUTHERN NEVADA
RFP NO. 2012-18
Spine Implant Products

May 21, 2012

ADDENDUM NO. 2

Questions and Answers

- Q1 Will UMC guarantee increased sales to any company in consideration for a discount?
A1 **No, UMC has no ability to guarantee increased sales. Volume is based on the volume of approved and scheduled cases brought to UMC and the doctor's request for specific products.**
- Q2 The agreement states that all invoices will be paid by UMC within 30 days. Is this correct, because we currently have some companies not being paid for over 90 & 120 days.
A2 **UMC will generally pay invoices within 30 days of receipt. Invoices should not be created until a Purchase Order has been received. If a company is invoicing UMC without an authorized Purchase Order, without a signed contract, or without prior approval of the product, then the invoice will not be paid. UMC will not pay an invoice without an approved purchase order and a purchase order will not be created until we have a signed contract and the product has been approved and the required paperwork is submitted to OR staff.**
- Q3 Should the companies factor in how long it takes UMC into their pricing proposals?
A3 **That is a choice each company must make.**
- Q4 Will all spine surgeons have the ability to use whatever company's product they wish to use?
A4 **That decision has not been made at this time.**
- Q5 Will there be any exclusive awards?
A5 **That decision has not been made at this time.**

The RFP Opening date of May 24, 2012; 2:00:00 p.m. has been changed to June 1, 2012, 2:00:00 pm.

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

Issued by:

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Contracts Management

Attachment(s): None

cc: File
Walt Justice
Scott Davis