

Request for Proposal

Orthobiologics

RFP ID: UK-2361-23

Date: July 11, 2023

At the direction of the **University of Kentucky** ("Provider"), aptitude is launching this RFP, and you are formally invited to submit a proposal.

Business Opportunity: Provider has undertaken a process to review the costs and quality associated with the delivery of care. Strategic Sourcing has engaged clinical leadership in this process, and they have offered support to ensure a reduction in costs while maintaining quality of care.

Cross References: In order to fully examine and optimize all possible award structures, Provider requests that their current product spend be cross-referenced to the best of your ability, so your proposal value can be fully evaluated. The attached RFP Response Template has all the items purchased for the past 12 months.

Contract Length: 36 Months with 1-year extension option

Contract Target Effective Date: September 1, 2023

Public Bid Sites:

University of Kentucky: <https://purchasing.uky.edu/bid-and-proposal-opportunities>

aptitude: <https://aptitude.company/news/public-bid-notice2/>

Pricing/Award Structures Requested:

Suppliers can cover 80% of usage (by crosswalk or UNSPSC categories) to respond with the pricing structure.

- Access Pricing
- Sole Vendor 70%
- Dual Vendor 80% - split between the awarded supplier and one other supplier.

Suppliers unable to respond meeting 80% coverage to return bid at Access minimum 10% off the current price

Additional Attachments associated with this RFP include:

- RFP Bid Response
- Executive Summary
- Value Adds (if Any)
- Shipping Cost Details
- Certificate of Insurance (COI)
- RFP Formulary Pricing Schedule
 - This is the maximum expected pricing structure for suppliers looking to partner with the University of Kentucky.

Active aptitude Suppliers:

- **UK Schedule 3: Custom Terms & Conditions** – Review, accept/redline & return

Suppliers not active in aptitude

- **UK Local Agreement** - Download, review, accept/redline & return
<https://purchasing.uky.edu/sites/default/files/2020-07/general-terms.pdf>

Contracting Requirements:

- Any awarded supplier active in aptitude will execute a CPA accordingly.
- Any awarded supplier not active in aptitude but awarded a national GPO contract will execute an agreement tied to the national GPO contract.
- Any awarded suppliers not applicable to the above two scenarios are encouraged to become active in aptitude or execute a local agreement.
- Any awarded supplier will be notified of the items that are approved to be used, “formulary” items, from UK PRIOR to contract being signed.

Additional Requirements & Notices:

Request for Proposals from Responsible Offerors

This RFP shall be conducted in accordance with Kentucky Revised Statute 45A-085 and Kentucky Administrative Regulation 200 KAR 5:307 regarding Competitive Negotiations. Responsible offerors are invited to participate.

Restrictions on Communications with University Staff

Communications shall be restricted to the purchasing officer, University administration, and others authorized in writing by the purchasing office, and University representatives during offeror presentations. If violation of this provision occurs, the University reserves the right to reject the offeror’s proposal.

Questions

All questions business and clinical questions pertaining to the RFP should be submitted via e-mail to the purchasing officer by **July 18, 2023:**

Paul Reister
Associate Director UK Healthcare Purchasing
Paul.reister@uky.edu

All questions pertaining to aptitude should be submitted via e-mail to:

Cameron Lloyd
Strategic Supplier Partnerships Director
cameron.lloyd@aptitude.com

Evaluation Process

A committee of University of Kentucky officials appointed by the Chief Procurement Officer will evaluate proposals and make a recommendation to the Chief Procurement Officer. The evaluation will be based upon the information provided in the proposal, additional information requested by the University of Kentucky for clarification, information obtained from references and independent sources, and oral presentations (if requested). Samples may be asked to be provided.

Proposals will be evaluated strictly in accordance with the requirements set forth in this solicitation, including any addenda that are issued. The University will award the contract to the responsible offeror whose proposal is determined to be the most advantageous to the University, taking into consideration the evaluation criteria set forth in this RFP.

Method of Award

It is the intent of the University to award a contract to the qualified offeror whose offer, conforming to the conditions and requirements of the RFP, is determined to be the most advantageous to the University, cost, and other factors considered.

Notwithstanding the above, this RFP does not commit the University to award a contract from this solicitation. The University reserves the right to reject any or all offers and to waive formalities and minor irregularities in the proposal received.

Please utilize the instructions on the following attachment to complete the requested information by **July 25, 2023, at 3PM, EST.**

Thank you in advance for your cooperation, and we look forward to receiving your responses and working with you on this initiative.

Regards,

Paul Reister

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