Request for Proposal

**Spinal Implants**

12.11.2024

At the direction of UT MD Anderson (“Provider”), **apt**itude is launching this RFP and you are formally invited to submit a proposal.

**Business Opportunity:** Provider has undertaken a process to review the quality and costs associated with the delivery of care with regards to impactful high volume, high-cost medical devices. 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 two 1-year renewals

**Contract Target Effective Date**:  04.01.2025

**Pricing / Award Structures Requested:**

* + “Requested” price-all play
  + Dual Source 80% (two suppliers split 80%)
  + Sole Source 80% (one supplier receives 80%)
  + Seller enhanced offer (value adds, rebates, etc)
* Request is for pricing to hold firm for 36 months from effective date

**Attachments associated with this RFP include:**

* **All attachments must be completed and submitted on or prior to 01.15.2025 at 5:00 PM CST in order to be considered for RFP.** **If any attachments are missing or incomplete, it will result in disqualification from RFP process.**
* **MD Anderson will host a Spinal Implant pre-proposal conference on December 18, 2024 at 2:00 PM CST.** [**Join the meeting now**](https://teams.microsoft.com/l/meetup-join/19%3ameeting_NzkyYWVhMWItNGUyOC00MzYzLWI0MjItNDgyNGExNDdkYmQz%40thread.v2/0?context=%7b%22Tid%22%3a%222d51fc70-177a-4852-ba7e-54d34883bb15%22%2c%22Oid%22%3a%22e98d1910-538f-45a3-b811-0514ee147cd8%22%7d)
* **RFP Response Template -** to be populated and returned with both cross references and a bid file for the category being requested
* **Participating Facilities** –Facilities included in the RFP
* **Quiet Period** – For review, signature and return within 24-48 hours; reminder Quiet Period requires no communication pertaining to this RFP at MD Anderson.
* **HUB Subcontracting Plan (Rider 104)-**must be completed in entirety according to instructions in order to be considered for bid. HUB Plan instructions can be found at the following link:

<https://mediaplayer.mdanderson.org/video-full/C46F4821-DEFF-4870-9BFE-28F7E8D486F4>

* **Terms & Conditions -** MD Anderson summary agreement is available for review. While MD Anderson will consider minimal redlines, there is minimal language alteration that they can accept as a state entity.
* **Rider 116 –** Please see attached Rider 116 for review. Rider 116 may become part of any local agreement.

**MD Anderson Contracting Requirements**:

* Must agree to summary agreement if awarded a local contract.

**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.

Please utilize the instructions included with the RFP Template and the Hub Subcontracting Document on the following attachments to complete the requested information by **5:00 PM CST** on **01.15.2025**. All completed documents need to be submitted to [pricingrequest@aptitude.com](mailto:pricingrequest@aptitude.com) with RFP ID#295064 and your company name in the subject line.

We ask for your reply to this communication as confirmation of receipt and please direct any subsequent questions regarding this RFP to contact information below.   Thank you in advance for your cooperation and we look forward to receiving your responses and working with you on this initiative.

Regards,

**Business / Clinical Questions:**

Adrinia Turner, PMP

Sr. Sourcing Specialist

Sourcing & Contract Management

UT MD Anderson Cancer Center

[asturner@mdanderson.org](mailto:asturner@mdanderson.org)

Rita Manuel-Byrd, MBA, CRCST, CTCD.

Contract Manager

Sourcing & Contract Management

UT MD Anderson Cancer Center

[rlmanuel@mdanderson.org](mailto:rlmanuel@mdanderson.org)

**HUB Subcontracting Plan Review:**

Barbara Howard

Sr. HUB Coordinator

[bhoward@mdanderson.org](mailto:bhoward@mdanderson.org)

&

Gabriela Zambrano

Associate Director

[mgzambrano@mdanderson.org](mailto:mgzambrano@mdanderson.org)

**aptitude/RFP Template Questions:**

Holly Smith

Senior Consultant

Holly.smith@vizientinc.com

Cameron Lloyd

Strategic Supplier Partnership Director

[Cameron.lloyd@vizientinc.com](mailto:Cameron.lloyd@vizientinc.com)