Request for Proposal

**Cardiac Rhythm Management**

07/21/2025

At the direction of UT Southwestern (“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 one 1-year renewals

**Contract Target Effective Date**:  **10/01/2025**

**Pricing / Award Structures Requested:**

* Access at formulary pricing
* Sole 60% (better than access pricing)

**Attachments associated with this RFP include:**

* **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 or category at UT Southwestern
* **HSP Document-**must be completed in entirety according to instructions in order to be considered for bid
* **Schedule 3-** UT Southwestern custom terms-while UTSW will consider any redlines, there is minimal language alteration that they can accept as a state entity

**UT Southwestern Contracting Requirements**:

* Must agree to add terms in Custom Schedule 3 with awarded 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 HSP Document on the following attachments to complete the requested information by **end of day on 08/19/2025**, All completed documents need to be submitted to [pricingrequest@aptitude.com](mailto:pricingrequest@aptitude.com) with **RFP ID#340527** 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:**

Alishia Barragan, CTCD

Sourcing and Contract Specialist, Strategic Sourcing

Office of Supply Chain Management

UT Southwestern Medical Center

[Alishia.Barragan@UTSouthwestern.edu](mailto:Alishia.Barragan@UTSouthwestern.edu)

Mindy Dunkle

Category Manager, Physician Preference Items, Peri-operative services

Office of Supply Chain Management

UT Southwestern Medical Center

[mindy.dunkle@utsouthwestern.edu](mailto:mindy.dunkle@utsouthwestern.edu)

**aptitude/RFP Template Questions:**

Monique Turner

Strategic Supplier Partnership Director

[Monique.Turner@aptitude.com](mailto:Monique.Turner@aptitude.com)

Rebecca Ohmes

Technology Consultant

Rebecca.ohmes@vizientinc.com