



ADDENDUM NUMBER ONE

To: All Potential Offerors
From: AnnaMarie Cox, Procurement Specialist
Date: January 21, 2021
Subject: RFP P423-21 Hip and Knee Implants, Addendum Number One

Please add this Addendum Number One to the original RFP documents. It shall be the responsibility of the interested Offerors to adhere to any changes to the RFP as identified in this Addendum Number One.

The following clarification shall become permanent and made part of the procurement file.

WRITTEN RESPONSES – QUESTIONS AND ANSWERS

1. For the excel file example in the RFP, can you clarify if you are looking for vendors to use this as the format for their price file, or are you looking for vendors to cross reference to the components listed within the file?

It is the intent of this RFP to have bidders cross-reference to the components listed within the file.

2. Is there a specific Doctor that is requesting our product?

No

3. Is UNM providing guidelines on primary hip, knee and partial knee component pricing?

No, we are seeking line item pricing.

4. What is the status of shoulder and Upper Extremity arthroplasty access for vendors who are launching a new shoulder system that may provide equal clinical outcomes while offering savings when compared to big box manufactures?

This RFP is for Hip and Knee Implants.

5. To be clear, the hip and knee submission must be sent in a hard copy to the address provided in the documents. Is Fed Ex an acceptable carrier?

Yes, Fed Ex is an acceptable carrier.

6. How will the award be determined?

See Section VI. Evaluation Criteria

7. If an award is not given to a company based on the RFP submission, how will access be handled if a pre-existing implant from a manufacture who has not been awarded access be handled?

Case by case basis.

8. Does UNMHS want the price file printed out and included as a part of hard copy submission?

Yes

9. Does UNMHS also want an electronic copies emailed in addition to the hard copies?

No – See RFP Page 2, Electronic Format and Hard Copies:

10. Can a vendor respond to the RFP if they are not able to do a cross reference? This is almost impossible since we do not have access to other vendor’s item numbers and descriptions to do an accurate cross reference. If so, what would be the suggested format for the response?

In order to evaluate responses, it is important to cross-ref all items so we can ensure a fair comparison in the evaluation process. Please highlight any item that cannot be referenced and provide in the same format file as what has been posted. SRMC and UNMH reserve the right to make our own comparison if none is provided. Please provide clinical information as to why a specific product cannot be cross-referenced.

11. (Page 3, Section 1.1, Minimum Requirements:

- o “There will be no guarantee of Market Share”
 - Later in that section is the following statement, “To the extent that Oncology or revision cases require a unique or specialized component, a separate list should be created as an add-on. UNMHS reserves the right to award to a single vendor, multiple vendors or no vendor at all; whichever is deemed in the best interest of UNMHS”
 - **Does the reference to a single vendor only reference these Oncology or revision cases?**
No
 - **Is there the potential for a single vendor award for the entire proposal?**
The decision will be based on the number of vendors that achieve high marks on the overall scoring criteria.
 - **Please clarify, as these would entail Market Share commitments.**
The decision will be based on the number of vendors that achieve high marks on the overall scoring criteria.

12. (Page 3 Section 1.1, Minimum Requirements:

- o “Drill bits, Pins or Guides will be included for all cases at no additional charge”
 - **As both facilities will be moving to line item pricing, we legally don’t have the ability to provide these at \$0. How are these expected to be accounted for on your invoices?**

Please provide line item pricing for Drill Bits, Pins and Guides.

13. What is the current joint spend at each individual facility?

Due to COVID having a severe negative effect on surgical volumes we cannot provide a current number because it is not reflective of the overall spend.

14. What is the current market share breakdown between vendors?

Confidential

15. What is the targeted savings number on your current Hip/Knee spend?

The items have all been benchmarked by an independent contractor. The analysis is based on unit sales across the US within the last 6 months. UNMHS's expectation is for vendors to meet that number.