



BOARD OF COUNTY COMMISSIONERS

DATE: May 5, 2009

AGENDA ITEM NO. 13.

Consent Agenda ☒

Regular Agenda ☐

Public Hearing ☐

County Administrator's Signature: 

Subject:

Approval of Ranking of Firms - Pharmacy Services for Health and Human Services
Contract No. 089-0197-P (AM)

Department:

Health & Human Services / Purchasing

Staff Member Responsible:

Maureen Freaney / Joe Lauro

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD) REJECT THE PROPOSALS SUBMITTED BY RX AMERICA LLC AND WALGREENS HEALTH INITIATIVES, INC., D/B/A WALGREENS HEALTH INITIATIVES OR WHI, AS BEING NON-RESPONSIVE FOR FAILING TO PROVIDE THE REQUIRED PROPOSAL GUARANTEE.

I FURTHER RECOMMEND THE BOARD APPROVE THE RANKING OF FIRMS AND AUTHORIZE STAFF TO NEGOTIATE WITH THE NUMBER ONE RANKED FIRM, KASH N KARRY FOOD STORES, INC., D/B/A SWEETBAY SUPERMARKET (SWEETBAY), TAMPA, FLORIDA FOR PHARMACY SERVICES FOR THE HEALTH AND HUMAN SERVICES DEPARTMENT.

Summary Explanation/Background:

On February 18, 2009, the Purchasing Department, on behalf of the Health & Human Services Department, let a Request for Proposal (RFP) for a qualified pharmacy network to provide pharmacy services for eligible clients of the Pinellas County Health Plan (PCPH). It was the intent of the RFP to obtain responses from qualified firms that are interested in and capable of providing the most cost effective and best quality pharmacy services. The evaluation committee consisting of three (3) representatives from Health & Human Services Department including the Medical Director, one (1) representative from Community Health Centers, and one (1) representative from Business Technology Services (BTS), along with a representative from Purchasing Department acting as a facilitator, met on April 8, 2009, to evaluate and score the three (3) responsive proposals received.

The Committee evaluated the firms per the following criteria as detailed below for a possible scoring of 1000 Points:

- | | |
|---|------------|
| 1) Capability and Experience | 200 Points |
| 2) Cost | 250 Points |
| 3) Number of Locations and Pharmacy Hours | 200 Points |
| 4) Automation Capabilities | 200 Points |
| 5) Report Methods | 100 Points |
| 6) Added Incentives | 50 Points |

The firms in order of ranking after scoring of the proposals were as follow:

1. Sweetbay	844.00 Points
2. Envision Pharmaceutical Services, Inc.	838.50 Points
3. US Script, Inc.	702.50 Points

At the direction of the Board, staff will begin negotiations with the number one ranked firm, Sweetbay. Negotiations will be focused on price and deliverables. Sweetbay received the highest number of points based on their capability, experience, cost, locations, automation and reporting methodologies. Additionally, Sweetbay was the one proposer who has worked with a comparable population such as the one to be served on this contract having over 15 years experience in Hillsborough and Pasco counties. Offering 21 locations that are included in Pinellas County Health and Human Services provider network, these locations are all accessible through Pinellas Suncoast Transit Authority routes. Eleven of the proposed locations are Sweetbay locations and 10 are independent pharmacy providers. Sweetbay is contracted with additional independent pharmacies that can be included as additional locations to serve County clients, if the County desires.

Fiscal Impact/Cost/Revenue Summary:

Funding is provided through Lower Income Pool (LIP) funds

For FY 09

Total \$4,600,000.00

Exhibits/Attachments Attached:

1. Contract Review
2. Evaluation Criteria Tabulation



**PURCHASING DEPARTMENT
CONTRACT REVIEW TRANSMITTAL**

CATS
NO.: 28702

PROJECT: Pharmacy Services for Health & Human Services			
BID NUMBER: 089-0197-P (AM)		REQ. NUMBER: N/A	
TYPE: <input type="checkbox"/> Purchase Contract	<input type="checkbox"/> Other:	<input type="checkbox"/> Construction-Less than \$100,000	<input type="checkbox"/> One Time

In accordance with the policy guide for Contract Administration, the attached documents are submitted for review and comment.

Upon completion of review, complete Contract Review Transmittal and forward to next Review Authority listed. Please indicate suggested changes by revising, in RED, the appropriate section of the document reflecting the exact wording of the change.

RISK MANAGEMENT: Please enter required liability coverage on pages: 12 & 13
This is an Annual contract. Estimated Expenditure (HHS please enter this amount)

PRODUCT ONLY ☐
\$ 4,000,000.00

REVIEW SEQUENCE	REVIEW AUTHORITY	REVIEW DATE	REVIEW SIGNATURE	COMMENTS (Attach Separate page if necessary)	COMMENTS Incorporated
1.	Purchasing Dept. Amelia McFarlane, PA Joe Lauro, Director, Candy Mancuso, Asst. Director	1/26/09 1/27	<i>Amelia McFarlane</i> <i>cm</i>	Note to reviewers: Please provide responses to questions/concerns made by Purchasing. Final formatting will be made when CR is completed. Note: Some changes made by Purchasing in consultation w/Dpt. (see bolded items in SOW)amc	
2.	Using Department Maureen Freaney/Lynn Keeney/Clark Scott/Kathy Baird	2/4/09 1/30	<i>ms</i> <i>CRS 2/4</i> <i>KSC 2/4</i>	Q on 16 of 25 responded to several Qs	
Using Dept please check attached vendor list. Circle vendors you want bids mailed to. Add additional vendors with complete information (Name, Address, Phone and Fax)					
3.	Risk Management Attn: Loretta Hunter (Check applicable box at right)	2/6/09	<i>BFW</i>	Rush, please	<input checked="" type="checkbox"/> HIGH RISK <input type="checkbox"/> NOT HIGH RISK
4.	BCC Finance Attn: Cassandra Williams	2/10/09	<i>CBW</i>	Rush, please	
5.	Asst. County Administrator Attn: Elithia Stanfield	2/11/09	<i>ES</i>	See page 10 correction also minor corrections throughout	<i>am</i>
6.	Asst. County Administrator Attn: Mark Woodard	2/13/09	<i>CMS</i>	→ See Vendor list.	<i>am</i>
7.	Legal Attn: Michelle Wallace/Carl Brody	2/16/09 2/17/09	<i>MS</i> <i>MW</i>	Agreements Attached	<i>am</i>

****RETURN ALL DOCUMENTS TO PURCHASING****

Make all inquiries to:	Amelia McFarlane, CPPB Senior Procurement Analyst	at Extension 43149
* In order to meet the following schedule, please return your requirements to Purchasing by: FEBRUARY 9, 2009		

06/2006 (ag)

TENTATIVE DATES
Legal Ad-BID/RFP Mail Out: TBD
BID/RFP Opening: TBD
Board/County Admin/Purchasing Director Approval: TBD

PINELLAS COUNTY EVALUATION CRITERIA TABULATION SHEET

RFP TITLE: Pharmacy Services for Health & Human Services
RFP #: 089-0197-P (AM)

	COMPANY NAME	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	EVALUATOR	TOTAL POINTS	TOTAL AVERAGE	RANK
		Lynn Klehne	Joe Santini	Pam Schuler	Dr. Paulette Thompson	Georgienne Trauscht			
1	Envision Pharmaceutical Services, Inc.	847.50	835.00	827.50	837.50	845.00	4192.50	838.50	2
2	Kash N Karry Food Stores, Inc. D/B/A Sweetbay Supermarket	825.00	875.00	840.00	840.00	840.00	4220.00	844.00	1
3	US Script, Inc.	712.50	680.00	710.00	710.00	700.00	3512.50	702.50	3

Date: April 8, 2009