



Joe Lauro, CPPO/CPPB  
Director

## INTEROFFICE MEMO

To: Robert S. LaSala, County Administrator  
 From: Joseph Lauro, Director of Purchasing *Joe Lauro*  
 Subject: Award of Bid - Laser Printing/Direct Mail/Clearinghouse Services for  
 Emergency Medical Services  
 Contract No. 089-0459-B (LN)  
 Date: September 10, 2009

**RECOMMENDATION:** I RECOMMEND THE COUNTY ADMINISTRATOR REJECT THE BIDS OF DATAMATX, INC., ATLANTA, GEORGIA AND MLI INTEGRATED GRAPHIC SOLUTIONS, TAMPA, FLORIDA ON THE BASIS OF BEING NON-RESPONSIVE FOR NOT MEETING BID SPECIFICATIONS.

IT IS FURTHER RECOMMENDED THE COUNTY ADMINISTRATOR AWARD THE BID FOR LASER PRINTING/DIRECT MAIL SERVICES WITH NORTHEAST II, INC. D/B/A TC SPECIALTIES, JACKSONVILLE, FLORIDA ON THE BASIS OF BEING THE MOST RESPONSIVE, RESPONSIBLE BID RECEIVED MEETING SPECIFICATIONS. BIDS ARE ON FILE IN THE PURCHASING DEPARTMENT.

IT IS ALSO RECOMMENDED THE COUNTY ADMINISTRATOR AWARD THE BID FOR CLEARINGHOUSE SERVICES WITH ZIRMED, INC., LOUISVILLE, KENTUCKY ON THE BASIS OF BEING THE ONLY RESPONSIVE, RESPONSIBLE BID RECEIVED MEETING SPECIFICATIONS. THE BID IS ON FILE IN THE PURCHASING DEPARTMENT.

IT IS ALSO RECOMMENDED THE COUNTY ADMINISTRATOR SIGN THE AGREEMENTS.

**ESTIMATED ANNUAL LASER PRINTING/DIRECT MAIL SERVICES**  
**(INCLUDING POSTAGE AND OPTIONAL SERVICES)**  
**EXPENDITURE NOT TO EXCEED:**

\$ 160,000.00

**ESTIMATED ANNUAL CLEARINGHOUSE SERVICES**  
**EXPENDITURE NOT TO EXCEED:**

\$ 26,999.00

**TOTAL ESTIMATED ANNUAL EXPENDITURE:**

\$ 186,999.00

Funding is provided through Public Safety Services -Emergency Medical Services budget.

**DISCUSSION:** This contract is for the estimated annual requirements of Laser Printing/Direct Mail/Clearinghouse Services for Emergency Medical Services (EMS). It is a twenty-four (24) month contract effective October 1, 2009, with one (1) twenty-four (24) month term extension.

Northeast II, Inc. D/B/A TC Specialties met bid specifications by providing the 2-D barcode system. The 2-D barcode technology is extremely important in the EMS invoice mailing process to minimize the risk of a HIPPA violation. The bid from Datamatx did not provide such protection as per specification, hence their bid was deemed non-responsive.

Contract Period: 10/01/09 THROUGH 9/30/11 ☐ N/A – One Time Purchase

Term Extension: Terms Length of ☐ None  
Remaining Each Term  
1 24 Months

Increase Allowances: Prices shall be firm for a period of twelve (12) months from the date of executed agreement. Thereafter, prices may be adjusted in accordance with the Consumer Price Index (CPI) as published by the U.S. Department of Labor in an amount not to exceed the average of the CPI for all Urban Consumer, Not Seasonally Adjusted for the twelve (12) months prior.

Section 2-176 of the Pinellas County Code delegates authority to the County Administrator to award contracts for purchases of goods or services of \$250,000 or less, and the Director of Purchasing for purchases of \$100,000 or less within the budget of the using department.

APPROVED:   
ROBERT S. LASALA  
County Administrator

Date of Approval: 9-17-09

Attachments:  
Contract Review  
Tabulation  
Agreements