

Request for Proposal for Medical Gas



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ANNOUNCEMENT

Titus County Hospital District d/b/a Titus Regional Medical Center (hereinafter referred to as “TRMC”) hereby invites proposals from qualified interested parties (hereinafter referred to as “Agency”, “Proposer” or “Proposers”) to provide all medical gases to TRMC, pursuant to the terms and conditions hereinafter set forth in or referred in this Request for Proposal (“RFP”).

The award shall be made at the sole discretion of TRMC to the Proposer that best provides evidence of satisfactory qualifications and displays responsibility to fully meet the requirements as set forth by TRMC. Evidence of qualification and responsibility shall be furnished by the Proposer as described in this RFP and will be reviewed by TRMC. The award shall not be made until TRMC has completed its review and verification of the Proposer’s qualifications.

TRMC reserves the right to reject any or all proposals and also reserves the right to decline the award to any or all Agencies. The submission of a proposal by any Proposer does not by implication or expression commit TRMC to enter into an agreement with that Proposer, or any other Proposer. No agreement shall occur until a resolution formally approving such agreement has been enacted by TRMC and a written agreement has been executed.

TRMC will not be responsible for any costs incurred by an Agency in preparing, delivering or presenting responses to this RFP. Once submitted, Proposer responses will be the property of TRMC and will not be returned.

By submitting an information package, the Proposer represents that they have read and understand the RFP and are capable of fulfilling all requirements.

Proposals, subject to the terms and conditions stated herein, must be sent via email to the Key Contact listed below by September 17th at 17:00 CST. The subject line should include “Medical Gas RFP.”

Key Contact Information

Reese Arnett
Director of Materials Management
reese.arnett@titusregional.com
903-577-6161



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Background

Titus Regional Medical Center (TRMC) is a 174 licensed bed (8 ICU beds), Level III Trauma Center located in East Texas. Average daily medical census is approximately 70-90 (seasonal) including an 8 bed ICU that runs an ADC of 4-6, with occupancy increasing due to the recent addition of a cardiac cath lab, a certified stroke program, and additional primary care providers. TRMC also provides maternal and pediatric services, inpatient rehabilitation and geriatric behavioral health services that are not a part of this RFP. TRMC is a Level III lead trauma center seeing approximately 25,000 patients per year, with an inpatient admission rate of approximately 18%. Approximately 1,000 babies are born at TRMC each year and our community boasts the largest volume pediatric practice in the region.

Scope

Under the proposed agreement, the selected Proposer will provide all medical gases according to TRMC's specifications listed below.

The Proposer is to schedule an onsite visit to cross-reference our tanks with their equivalent, for the purpose of providing pricing. Medical gas descriptions and usage from June 2020 through May 2021 will be provided as an attachment to this request as Exhibit A. We currently receive one delivery per week and tanks are distributed throughout the campus by the delivery driver to the various departments using the various medical gases. Bulk gas is delivered on average of twice per month.

Inquiries

We encourage inquiries and welcome the opportunity to answer questions from potential applicants. Questions submitted in writing will be returned within five business days. Written questions should be emailed to Reese Arnett at <mailto:reese.arnett@titusregional.com>. Any oral communication shall be considered unofficial and non-binding with regard to this RFP.

Scope of Responses

Interested Proposers must submit their responses to all sections of this RFP and include all requested information. Proposers who wish to send additional materials are welcome to do so, but these materials may not be considered in the evaluation process. All materials must be converted to one PDF file and submitted via email to reese.arnett@titusregional.com.

Confidentiality

Due to the competitive nature of this RFP, to the extent permitted by law, all Proposer responses will be confidential.



Evaluation of Vendor Responses

TRMC has established a working group to review the documentation received in response to this RFP. During the review process, additional information may be required of the vendors and some vendors may be invited to present directly to the team.

RFP Schedule

RFP Schedule	
Deliverable	Date
RFP Launch Date	August 20, 2021
RFP Due Date	September 17, 2021
Notification of Selection	October 1, 2021

Specifications

The specifications list below includes the primary equipment desired. Please include any additional recommended accessories as separate line items with individual pricing.

- **Healthcare Experience** - Provide a brief narrative of your company’s experience and qualifications in healthcare.
- **References** – Please provide healthcare facilities’ references that you service in our region.
- **E-Cylinders** – all Oxygen E-Cylinders must be MRI Non-Magnetic
- **Pricing** – Proposer is to cross-reference current tanks, to proposer’s equivalent and provide pricing in the usage attachment included with this request as **Exhibit A**. Please complete only the yellow portions of this exhibit. A second chart entitled “Annual Tanks Filled” will be included as **Exhibit B** for reference of volumes on each type of medical gas cylinder.
- **Bulk Tanks** – Proposer is to notate lease versus purchase options for bulk tanks as well as answer miscellaneous questions regarding deliveries on **Exhibit C**. Proposer is to pressure wash ice buildup from feed lines on main tank at least semi-annually.
- **Anticipated Lead Time to Provide Services** – Provide the availability of when your company can start rendering service and account for any lead times for tank purchases and installation.

Additional Information

I hereby acknowledge that the above information is accurate and completed to the best of my knowledge.

Name: _____

Date: _____

Title: _____

Organization: _____



Exhibit A

Annual Tank Rental Days				
Description	Total	Proposed Equivalent Cylinder	Cost Per Day	Total Proposed Cost
Industrial HP: Argon - R 80	365			\$ -
Industrial HP: CO2 20lb	2,555			\$ -
Industrial HP: CO2 50lb	1,607			\$ -
Industrial HP: CO2 5lb	365			\$ -
Industrial HP: Helium Medium	365			\$ -
Industrial HP: Nitrogen Medium	1,460			\$ -
Industrial HP: Nitrogen R 40	1,460			\$ -
Industrial HP: Oxygen R 20	2,190			\$ -
Insutrial LP: Acetylene MC	365			\$ -
Insutrial LP: Acetylene Medium	365			\$ -
Industrial Mix: RBO 62 Small	365			\$ -
Liquids: Nitrogen NF 5500	42			\$ -
Medical HP: Air USP E Size	1,043			\$ -
Medical HP: Air USP E Medium	1,314			\$ -
Medical HP: CO2 USP 50lb	2,418			\$ -
Medical HP: CO2 USP E Size	7,477			\$ -
Medical HP: Helium G Size	730			\$ -
Medical HP: Nitrogen NF Medium	5,176			\$ -
Medical HP: Nitrous Oxide USP D Size	-			\$ -
Medical HP: Nitrous Oxide USP E Size	2,555			\$ -
Medical HP: Nitrous Oxide USP G Size	3,696			\$ -
Medical HP: Oxygen USP D Size	13,185			\$ -
Medical HP: Oxygen USP E GrabNGo	88,695			\$ -
Medical HP: Oxygen USP E Size	8,172			\$ -
Medical HP: Oxygen USP Medium G	4,630			\$ -
Spec Gas: Spec Mix Medium	1,095			\$ -
Spec Gas: Helium Pure Medium	166			\$ -



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Exhibit B

Annual Tanks Filled	
Description	Total
.3% CO .5% NE 21%O2/N2 LUNG DIFF 200 (G)	2
AIR, COMPRESSED, USP, 233 CF	3
AIR, COMPRESSED, USP, E	8
CARBON DIOXIDE, 20 LB	14
CARBON DIOXIDE, FOUNTAIN GRADE, 50 LB	1
CARBON DIOXIDE, USP, 50 LB	14
CARBON DIOXIDE, USP, E	42
DRY ICE, 500 LB	3
HELIUM, INDUSTRIAL GRADE, MEDIUM	1
NITROGEN NF, LIQUID WITHDRAWL, 180 LITER	2
NITROGEN, LIQUID, BULK, PER LITER	61
NITROGEN, NF, 230 CF	62
NITROUS OXIDE, USP, G	27
OXYGEN, LIQ., BULK, USP, PER CUBIC FOOT	5,674,250
OXYGEN, USP, 251 CF (G)	69
OXYGEN, USP, D ALUMINUM	345
OXYGEN, USP, E ALUMINUM	37
OXYGEN, USP, E GRAB AND GO STEEL	736



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Exhibit C

Bulk Tanks			
Description	Lease vs Buy Bulk Tanks		
	Monthly Tank Lease Rate	Purchase Price of Tank with Installation	Additional Notes
Vessel Tank: Oxygen 300			
Vessel Tank: Oxygen 3000 #1			
Vessel Tank: Oxygen 3000 #2			

Bulk Tanks						
Deliveries						
Delivery Charge	Haz Mat Fee	Fuel Surcharge	Misc Fees	Lead Time on Emergency Deliveries	Location of Filling Station	Additional Notes

