

ITEMS REQUIRING BOCC APPROVAL
September 28, 2023
(2 Items)

1. MEDICAL GRADE OXYGEN -- VARIOUS DEPARTMENTS

FUNDING -- EMS

(Request sent to 69 vendors)

RFB #23-0060 Contract

	Lampton Welding Supply Co., Inc.	
Medical Grade Oxygen	See Attached	
Acknowledge Addendum	Yes	
No Bid	Brad Hall Fuel	Edison Operating Co., LLC
	Hampel Oil Distributors Inc.	Heathwood Oil Co., Inc.
	Murdock Companies Inc.	Propane Central LLC
	Shepherd Oil Co.	Security Oil, LLC
	Wichita Welding Supply	

On the recommendation of Britt Rosencutter, on behalf of various departments, Tim Myers moved to **accept the bid from Lampton Welding Supply Co., Inc. at the rates listed (see attachment) and establish contract pricing for one (1) year with four (4) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

Medical grade oxygen is used by Sedgwick County EMS, Sedgwick County Fire, Wichita Fire, Derby Fire, and Colwich Fire Departments. EMS relies on partnering with first responders on almost all emergency calls. Providing and maintaining oxygen to these allied services assists in providing critical emergency care until a responding EMS ambulance arrives.

This contract will provide medical grade oxygen in the “M” and Jumbo “D” sized cylinders, along with OSHA approved cylinder storage cabinets. It will also provide maintenance on all cylinders as needed, annual testing, and FDA certification on all cylinders.

Oxygen deliveries are made several times a week to the four (4) major hospitals and to 32 separate fire stations throughout Wichita and Sedgwick County. On a monthly average, all services use approximately 400-600 Jumbo “D” cylinders and 60-80 “M” cylinders.

Notes:

Wichita Welding Supply, Inc. was the previous vendor. Last year's spend was approximately \$72,195.90.

Questions and Answers

Tim Kaufman: Do we know why we only got one response?

Paul Gibson: I'm not sure. It was sent out to multiple vendors. It might have been the fact that we request certain cylinder sizes to accommodate both EMS and Fire. We have cylinders in our system already that we own plus what was provided by the previous vendor. The cylinder sizes are pretty much set forth by our Medical Director for oxygen delivery especially with our ventilators which use a large amount of oxygen. So the larger cylinders we carry, which is the jumbo D cylinder, that we carry in our go bags and on our cots are larger capacity they hold about 475 liters. It may have been for that reason that they chose not to bid.

Tim Myers: Was this pricing comparable to what we've paid in the past?

Paul Gibson: The actual price for the oxygen itself is less, the rental fees are more. So across the board for EMS and all of the fire services it is going to cost us about \$2,800.00 more a month in rental fees. I spoke with our Deputy Director Brian Nicholas, who does our budgeting, and he is aware of it and we can accommodate the increase in price. We are looking to the future as to possibly purchasing cylinders on our own to offset the rental fees.

Medical Grade Oxygen OWNED CYLINDER DELIVERED SUMMARY						
Annual Pricing per Department (Per Pricing should match Itemized Pricing Per Department Location)						
Department	Cylinder Type	Safety Stock Quantity	Vehicle Quantity	Total Required	Price per Cylinder	Total
Sedgwick County EMS	M Cylinder	40	30	72	\$19.14	\$1,378.08
Sedgwick County EMS	Jumbo D Cylinder	165	75	240	\$14.91	\$3,578.40
Sedgwick County Fire Dept.	Jumbo D Cylinder	63	27	90	\$14.91	\$1,341.90
Wichita Fire Dept.	Jumbo D Cylinder	124	65	189	\$14.91	\$2,817.99
Derby Fire Dept.	Jumbo D Cylinder	12	6	18	\$14.91	\$268.38
Colwich Fire Dept.	Jumbo D Cylinder	3	6	9	\$14.91	\$134.19

Medical Grade Oxygen OWNED CYLINDER DELIVERED ITEMIZED							
Itemized Pricing per Department Location DELIVERED (Per Pricing should match Annual Pricing Per Department)							
Sedgwick County Fire Stations	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder	Total
Station 31	5848 N. 247th St. W. Andale, KS 67001	4	2	-	-	\$14.91	\$89.46
Station 32	7750 N. Wild West Dr. Park City, KS 67147	11	4	-	-	\$14.91	\$223.65
Station 33	10625 W 53rd St. N. Maize, KS 67101	9	3	-	-	\$14.91	\$178.92
Station 34	334 N. Main Haysville, KS 67060	7	3	-	-	\$14.91	\$149.10
Station 35	1535 S. 199th St. W. Goddard, KS 67052	5	3	-	-	\$14.91	\$119.28
Station 36	5055 S Oliver St Wichita, KS 67210	5	3	-	-	\$14.91	\$119.28
Station 37	4343 N. Woodlawn Blvd Bel Aire, KS 67220	8	4	-	-	\$14.91	\$178.92
Station 38	1010 N. 143rd St. E. Wichita, KS 67230	7	3	-	-	\$14.91	\$149.10
Station 39	3610 S. 263rd St. W. Garden Plain, KS 67052	7	2	-	-	\$14.91	\$134.19
Wichita Fire Stations	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder	Total
Station 1	731 N Main Wichita, KS 67203	12	8	-	-	\$14.91	\$298.20
Station 2	1240 S Broadway Wichita, KS 67211	11	7	-	-	\$14.91	\$268.38
Station 3	3261 N Broadway Wichita, KS 67219	6	3	-	-	\$14.91	\$134.19
Station 4	2423 W Irving Wichita, KS 67213	7	3	-	-	\$14.91	\$149.10
Station 5	257 N Hillside Wichita, KS 67214	4	2	-	-	\$14.91	\$89.46
Station 7	2346 N Coolidge Wichita, KS 67204	6	3	-	-	\$14.91	\$134.19
Station 8	661 N Elder Wichita, KS 67212	6	3	-	-	\$14.91	\$134.19
Station 9	350 S Edgemoor Wichita, KS 67218	6	3	-	-	\$14.91	\$134.19
Station 10	2950 E 21st St N Wichita, KS 67206	6	3	-	-	\$14.91	\$134.19
Station 11	1845 George Washington Blvd Wichita, KS 67218	6	3	-	-	\$14.91	\$134.19
Station 12	3443 S Meridian Wichita, KS 67217	6	3	-	-	\$14.91	\$134.19
Station 13	3162 W 42nd St N Wichita, KS 67204	6	3	-	-	\$14.91	\$134.19
Station 14	6408 Farmview Wichita, KS 67206	4	2	-	-	\$14.91	\$89.46
Station 15	7923 E Lincoln Wichita, KS 67207	4	2	-	-	\$14.91	\$89.46
Station 16	1632 N Tyler Wichita, KS 67212	6	3	-	-	\$14.91	\$134.19
Station 17	10651 W Maple Wichita, KS 67209	4	2	-	-	\$14.91	\$89.46

Station 18	2808 N Webb Wichita, KS 67226	6	3	-	-	\$14.91	\$134.19
Station 19	4440 S Broadway Wichita, KS 67216	6	3	-	-	\$14.91	\$134.19
Station 20	2255 S Greenwich Wichita, KS 67207	4	2	-	-	\$14.91	\$89.46
Station 21	2110 N 135th St W Wichita, KS 67235	4	2	-	-	\$14.91	\$89.46
Station 22	2659 S Hydraulic Wichita, KS 67211	4	2	-	-	\$14.91	\$89.46
Derby Fire Station	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder	Total
Station 81	715 E. Madison Derby, KS 67037	12	6	-	-	\$14.91	\$268.38
Colwich Fire Station	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder	Total
Station 55	116 N. 3 rd St. Colwich	3	6	-	-	\$14.91	\$134.19
Sedgwick County EMS	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder	Total
Via Christi St. Francis	929 N. St Francis Wichita, KS 67214	50	20	20	10	\$14.91 (D) \$19.14 (M)	\$1,043.70 (D) \$574.20 (M)
Wesley Medical Center	550 E. Hillside Wichita, KS 67214	50	20	-	10	\$14.91 (D) \$19.14 (M)	\$1,043.70 (D) \$191.40 (M)
Via Christi St. Joseph	3400 E. Grand Wichita, KS 67218	50	20	20	10	\$14.91 (D) \$19.14 (M)	\$1,043.70 (D) \$574.20 (M)
Via Christi St. Teresa	14800 W. St. Teresa Wichita, KS 67235	15	15	-	2	\$14.91 (D) \$19.14 (M)	\$447.30 (D) \$38.28 (M)

Medical Grade Oxygen RENTED CYLINDER DELIVERED SUMMARY

Annual Pricing per Department (Per Pricing should match totaled Itemized Pricing Per Department Location)

Department	Cylinder Type	Safety Stock Quantity	Vehicle Quantity	Total Required	Price per Cylinder Rental (Monthly)	Total
Sedgwick County EMS	M Cylinder	40	30	72	\$10.79	\$776.88
Sedgwick County EMS	Jumbo D Cylinder	165	75	240	\$7.79	\$1,869.60
Sedgwick County Fire Dept.	Jumbo D Cylinder	63	27	90	\$7.79	\$701.10
Wichita Fire Dept.	Jumbo D Cylinder	124	65	189	\$7.79	\$1,472.31
Derby Fire Dept.	Jumbo D Cylinder	12	6	18	\$7.79	\$140.22

Medical Grade Oxygen RENTED CYLINDER DELIVERED ITEMIZED

Itemized Pricing per Department Location DELIVERED (Per Pricing should match totaled Annual Pricing Per Department)

Sedgwick County Fire Stations	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder/Cage Rental (Monthly)	Total
Station 31	5848 N. 247th St. W. Andale, KS 67001	4	2	-	-	\$14.91	\$89.46
Station 31 Cylinder Cage	5848 N. 247th St. W. Andale, KS 67001					\$7.00	\$7.00
Station 32	7750 N. Wild West Dr. Park City, KS 67147	11	4	-	-	\$14.91	\$223.65
Station 32 Cylinder Cage	7750 N. Wild West Dr. Park City, KS 67147					\$7.00	\$7.00
Station 33	10625 W 53rd St. N. Maize, KS 67101	9	3	-	-	\$14.91	\$178.92
Station 33 Cylinder Cage	10625 W 53rd St. N. Maize, KS 67101					\$7.00	\$7.00
Station 34	334 N. Main Haysville, KS 67060	7	3	-	-	\$14.91	\$149.10
Station 34 Cylinder Cage	334 N. Main Haysville, KS 67060					\$7.00	\$7.00
Station 35	1535 S. 199th St. W. Goddard, KS 67052	5	3	-	-	\$14.91	\$119.28
Station 35 Cylinder Cage	1535 S. 199th St. W. Goddard, KS 67052					\$7.00	\$7.00
Station 36	5055 S Oliver St Wichita, KS 67210	5	3	-	-	\$14.91	\$119.28
Station 36 Cylinder Cage	5055 S Oliver St Wichita, KS 67210					\$7.00	\$7.00

Station 37	4343 N. Woodlawn Blvd Bel Aire, KS 67220	8	4	-	-	\$14.91	\$178.92
Station 37 Cylinder Cage	4343 N. Woodlawn Blvd Bel Aire, KS 67220					\$7.00	\$7.00
Station 38	1010 N. 143rd St. E. Wichita, KS 67230	7	3	-	-	\$14.91	\$149.10
Station 38 Cylinder Cage	1010 N. 143rd St. E. Wichita, KS 67230					\$7.00	\$7.00
Station 39	3610 S. 263rd St. W. Garden Plain, KS 67052	7	2	-	-	\$14.91	\$134.19
Station 39 Cylinder Cage	3610 S. 263rd St. W. Garden Plain, KS 67052					\$7.00	\$7.00
Wichita Fire Stations	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder/Cage Rental (Monthly)	Total
Station 1	731 N Main Wichita, KS 67203	12	8	-	-	\$14.91	\$298.20
Station 1 Cylinder Cage	731 N Main Wichita, KS 67203					\$7.00	\$7.00
Station 2	1240 S Broadway Wichita, KS 67211	11	7	-	-	\$14.91	\$268.38
Station 2 Cylinder Cage	1240 S Broadway Wichita, KS 67211					\$7.00	\$7.00
Station 3	3261 N Broadway Wichita, KS 67219	6	3	-	-	\$14.91	\$134.19
Station 3 Cylinder Cage	3261 N Broadway Wichita, KS 67219					\$7.00	\$7.00
Station 4	2423 W Irving Wichita, KS 67213	7	3	-	-	\$14.91	\$149.10
Station 4 Cylinder Cage	2423 W Irving Wichita, KS 67213					\$7.00	\$7.00
Station 5	257 N Hillside Wichita, KS 67214	4	2	-	-	\$14.91	\$89.46
Station 5 Cylinder Cage	257 N Hillside Wichita, KS 67214					\$7.00	\$7.00
Station 7	2346 N Coolidge Wichita, KS 67204	6	3	-	-	\$14.91	\$134.19
Station 7 Cylinder Cage	2346 N Coolidge Wichita, KS 67204					\$7.00	\$7.00
Station 8	661 N Elder Wichita, KS 67212	6	3	-	-	\$14.91	\$134.19
Station 8 Cylinder Cage	661 N Elder Wichita, KS 67212					\$7.00	\$7.00
Station 9	350 S Edgemoor Wichita, KS 67218	6	3	-	-	\$14.91	\$134.19
Station 9 Cylinder Cage	350 S Edgemoor Wichita, KS 67218					\$7.00	\$7.00
Station 10	2950 E 21st St N Wichita, KS 67206	6	3	-	-	\$14.91	\$134.19
Station 10 Cylinder Cage	2950 E 21st St N Wichita, KS 67206					\$7.00	\$7.00
Station 11	1845 George Washington Blvd Wichita, KS 67218	6	3	-	-	\$14.91	\$134.19
Station 11 Cylinder Cage	1845 George Washington Blvd Wichita, KS 67218					\$7.00	\$7.00
Station 12	3443 S Meridian Wichita, KS 67217	6	3	-	-	\$14.91	\$134.19
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Station 13 Cylinder Cage	3162 W 42nd St N Wichita, KS 67204					\$7.00	\$7.00
Station 14	6408 Farmview Wichita, KS 67206	4	2	-	-	\$14.91	\$89.46
Station 14 Cylinder Cage	6408 Farmview Wichita, KS 67206					\$7.00	\$7.00

Station 15	7923 E Lincoln Wichita, KS 67207	4	2	-	-	\$14.91	\$89.46
Station 15 Cylinder Cage	7923 E Lincoln Wichita, KS 67207					\$7.00	\$7.00
Station 16	1632 N Tyler Wichita, KS 67212	6	3	-	-	\$14.91	\$134.19
Station 16 Cylinder Cage	1632 N Tyler Wichita, KS 67212					\$7.00	\$7.00
Station 17	10651 W Maple Wichita, KS 67209	4	2	-	-	\$14.91	\$89.60
Station 17 Cylinder Cage	10651 W Maple Wichita, KS 67209					\$7.00	\$7.00
Station 18	2808 N Webb Wichita, KS 67226	6	3	-	-	\$14.91	\$134.19
Station 18 Cylinder Cage	2808 N Webb Wichita, KS 67226					\$7.00	\$7.00
Station 19	4440 S Broadway Wichita, KS 67216	6	3	-	-	\$14.91	\$134.19
Station 19 Cylinder Cage	4440 S Broadway Wichita, KS 67216					\$7.00	\$7.00
Station 20	2255 S Greenwich Wichita, KS 67207	4	2	-	-	\$14.91	\$89.46
Station 20 Cylinder Cage	2255 S Greenwich Wichita, KS 67207					\$7.00	\$7.00
Station 21	2110 N 135th St W Wichita, KS 67235	4	2	-	-	\$14.91	\$89.46
Station 21 Cylinder Cage	2110 N 135th St W Wichita, KS 67235					\$7.00	\$7.00
Station 22	2659 S Hydraulic Wichita, KS 67211	4	2	-	-	\$14.91	\$89.46
Station 22 Cylinder Cage	2659 S Hydraulic Wichita, KS 67211					\$7.00	\$7.00
Derby Fire Station	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder/Cage Rental (Monthly)	Total
Station 81	715 E. Madison Derby, KS 67037	12	6	-	-	\$14.91	\$268.38
Station 81 Cylinder Cage	715 E. Madison Derby, KS 67037					\$7.00	\$7.00
Colwich Fire Station	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder/Cage Rental (Monthly)	Total
Station 55	116 N. 3 rd St. Colwich	3	6	-	-	\$14.91	\$268.38
Station 55 Cylinder Cage	116 N. 3 rd St. Colwich					\$7.00	\$7.00
Sedgwick County EMS	Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder/Cage Rental (Monthly)	Total
Via Christi St. Francis	929 N. St Francis Wichita, KS 67214	50	20	20	10	70 @ \$14.91 \$19.14	30 @ \$1,617.70
Via Christi St. Francis Cylinder Cage	929 N. St Francis Wichita, KS 67214					\$7.00	\$7.00
Wesley Medical Center	550 E. Hillside Wichita, KS 67214	50	20	-	10	70 @ \$14.91 \$19.14	30 @ \$1,235.10
Wesley Medical Center Cylinder Cage	550 E. Hillside Wichita, KS 67214					NA - Hospital provides their own Cylinder Cage	
Via Christi St. Joseph	3400 E. Grand Wichita, KS 67218	50	20	20	10	70 @ \$14.91 \$19.14	30 @ \$1,617.70
Via Christi St. Joseph	3400 E. Grand Wichita, KS 67218					\$7.00	\$7.00
Via Christi St. Teresa	14800 W. St. Teresa Wichita, KS 67235	15	15	-	2	70 @ \$14.91 \$19.14	30 @ \$485.58
Via Christi St. Teresa	14800 W. St. Teresa Wichita, KS 67235					\$7.00	\$7.00

Medical Oxygen Tanks A La Carte Pricing*

Description	Unit of Measure	Quantity/Estimated Annual Usage	Quantity/Estimated Annual Usage	Price Per Each (Tank or Gas)
E	Purchase; EA	Infrequent; As Needed	Infrequent; As Needed	Contact Vendor
E2	Purchase; EA	Infrequent; As Needed	Infrequent; As Needed	Contact Vendor
D	Purchase; EA	Infrequent; As Needed	Infrequent; As Needed	Contact Vendor
D2	Purchase; EA	Infrequent; As Needed	Infrequent; As Needed	Contact Vendor
Medical Grade Oxygen (Gas only)	Cubic Foot	Infrequent; As Needed	Infrequent; As Needed	Contact Vendor

BOARD OF BIDS AND CONTRACTS SEPTEMBER 28, 2023

2. ON-CALL MEDIA BUYER -- STRATEGIC COMMUNICATIONS
FUNDING -- STRATEGIC COMMUNICATIONS

(Request sent to 108 vendors)

RFP #23-0047 Contract

	CAS Corporation dba Cohlmlia Marketing	Cox Media	J2 Design Solutions, LLC dba Lifeboat Creative
On-Call Media Buyer	\$150.00 per hour Discounting and markup details presented in proposal	\$125.00 per hour Additional pricing details presented in proposal	\$125.00 per hour Additional pricing details presented in proposal
	PS Strats, Inc. dba Mosaic Media		
On-Call Media Buyer	No hourly rate provided Pricing details in proposal (include per campaign and monthly charges)		
No Submission	Armstrong Chamberlin Stragic Market	Bother & Bradley, Inc.	CML Collective LLC
	Greteman Group, Inc.	Heartland Credit Union	Howerton + White
	Iboss Well, Inc.	Imagemakers, Inc.	Johnston & Associates
	Justin McClure Creative	Kansas Beer Wholesalers Association	Lamar Advertising Company
	Mammoth Creative Co.	Market Decisions	Overflow LLC
	RSM Marketing Services	Signal Theory, Inc.	Tony Blake Design
	Tower Systems South Inc.	Venice Communications, Inc.	Watkins & Schneider Consulting, LLC
	WSU Public Policy & Mgmt. Center		

On the recommendation of Joe Thomas, on behalf of Strategic Communications, AnnaMeyerhoff-Cole moved to **accept the proposals from Cox Media and J2 Design Solutions, LLC dba Lifeboat Creative for the hourly rates shown above and additional pricing as detailed in the proposals for a contract period of one (1) year with two (2) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

A committee comprised of Nicole Gibbs - Director of Strategic Communications; Stephanie Birmingham - Community Relations Specialist; Chantele Crossman - IT Webmaster; Susan Erlenwein - Environmental Resources Director; and Joe Thomas - Purchasing reviewed and scored the proposal responses based on the criteria set forth in the RFP. The committee unanimously agreed to accept the proposals from Cox Media and J2 Design Solutions, LLC dba Lifeboat Creative.

Strategic communications is seeking a firm to assist the county in media buying services on an on-call basis to help plan, negotiate, place, reconcile, and report on advertising opportunities. These opportunities include but are not limited to: print ads, billboards, digital ads, radio spots, television ads, and paid search campaigns. The On-Call Media Buyer will work for Sedgwick County as needed, not continuously.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in the RFP. There were four (4) components to this RFP.

Component	Points
A. Examples of past work for advertising campaigns and their key performance metrics	40
B. Overall pricing – to include setup fees, labor costs, and access to discounts from media partners	30
C. Experience integrating digital analytics tools into media buying campaigns	20
D. Experience in providing media buying services for government agencies	10
Total Points	100

Questions and Answers

Tim Myers: Have we used a vendor like this before?

Nicole Gibbs: We currently have a vendor for our COVID-19 media buys. It has saved us a lot of time internally since we are stretched so thin and so we wanted to give an opportunity to do for other campaigns that we have. That is why we went down this path for on-call. Yes, we have done this before just with ARPA dollars and for COVID-19.