## 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				
	Brad Hall Fuel	Edison Operating Co., LLC			
	Hampel Oil Distributors Inc.	Heathwood Oil Co., Inc.			
No Bid	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 Hemized 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							
	Iten	nized Pricing per Department I	ocation DELIVERED (Per Pricing	g should match Annual Pri	cing Per Department)			
Sedgwick County Fire Stations	Address	Jumbo 'D' Cylinder Safety	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety	"M" Cylinder Vehicle	Price per Cylinder	Total	
Sedgwick County Fire Stations		Stock (Stations)	Jumbo D venicle Quantity	Stock (Stations)	Quantity	Trice per Cynnider	Total	
Station 31	5848 N. 247th St. W.	4	2	-	-	\$14.91	\$89.46	
	Andale, KS 67001					·		
Station 32	7750 N. Wild West Dr. Park City, KS 67147	11	4	-	-	\$14.91	\$223.65	
	10625 W 53rd St. N.							
Station 33	Maize, KS 67101	9	3	-	-	\$14.91	\$178.92	
	334 N. Main							
Station 34	Haysville, KS 67060	7	3	-	-	\$14.91	\$149.10	
	1535 S. 199th St. W.	-						
Station 35	Goddard, KS 67052	- 5	3	-	-	\$14.91	\$119.28	
g: 26	5055 S Oliver St	-	2			#14.01	6110.20	
Station 36	Wichita, KS 67210	- 5	3	-	-	\$14.91	\$119.28	
Station 37	4343 N. Woodlawn Blvd	- 8	4	_	-	\$14.91	\$178.92	
Station 37	Bel Aire, KS 67220		*	-	-	\$14.91	\$170.92	
Station 38	1010 N. 143rd St. E.	7	3	_	-	\$14.91	\$149.10	
Station 38	Wichita, KS 67230	,	3	•	-	314.91	\$149.10	
Station 39	3610 S. 263rd St. W.	7	2		-	\$14.91	\$134.19	
Station 37	Garden Plain, KS 67052					ψ1 <del>1</del> .71	\$154.17	
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	12	8	-	-	\$14.91	\$298.20	
Station 1	Wichita, KS 67203	12			_	\$14.21	3298.20	
Station 2	1240 S Broadway	11	7	_	_	\$14.91	\$268.38	
Station 2	Wichita, KS 67211	••	·			ψ1,1	\$200.50	
Station 3	3261 N Broadway	6	3	-	_	\$14.91	\$134.19	
	Wichita, KS 67219							
Station 4	2423 W Irving	7	3	-	-	\$14.91	\$149.10	
	Wichita, KS 67213							
Station 5	257 N Hillside	4	2	-	-	\$14.91	\$89.46	
	Wichita, KS 67214 2346 N Coolidge							
Station 7	Wichita, KS 67204	6	3	-	-	\$14.91	\$134.19	
	661 N Elder							
Station 8	Wichita, KS 67212	- 6	3	-	-	\$14.91	\$134.19	
	350 S Edgemoor							
Station 9	Wichita, KS 67218	- 6	3	-	-	\$14.91	\$134.19	
G: 40	2950 E 21st St N		2			01101	010110	
Station 10	Wichita, KS 67206	- 6	3	-	-	\$14.91	\$134.19	
Station 11	1845 George Washington Blvd	6	3	_	_	\$14.91	\$134.19	
Station 11	Wichita, KS 67218	6	3	-	-	\$14.91	\$134.19	
Station 12	3443 S Meridian	- 6	3	-	_	\$14.91	\$134.19	
Station 12	Wichita, KS 67217	Ü	3			\$14.71	\$134.17	
Station 13	3162 W 42nd St N	- 6	3	-	-	\$14.91	\$134.19	
Dianon 13	Wichita, KS 67204	Ü	,	-	-	φ1 <b>π.</b> 21	Ø134.17	
Station 14	6408 Farmview	4	2		-	\$14.91	\$89.46	
	Wichita, KS 67206					Ψ	<b>\$07.10</b>	
Station 15	7923 E Lincoln	4	2	-	-	\$14.91	\$89.46	
	Wichita, KS 67207							
Station 16	1632 N Tyler	6	3	-	-	\$14.91	\$134.19	
	Wichita, KS 67212							
Station 17	10651 W Maple	4	2	-	-	\$14.91	\$89.46	
	Wichita, KS 67209	J .					]	

2808 N Webb	6	3	_	_	\$14.91	\$134.19
Wichita, KS 67226	Ü	y .			W11121	Q13y
4440 S Broadway	6	3	_	_	\$14.91	\$134.19
Wichita, KS 67216	ů	,	_	_	Ψ14.71	\$154.17
2255 S Greenwich	4	2	_	_	\$14.01	\$89.46
Wichita, KS 67207	7	2			φ14.91	389.40
2110 N 135th St W	4	2	_	_	\$14.91	\$89.46
Wichita, KS 67235	7	2	_	_	Ψ14.71	\$67.40
2659 S Hydraulic	4	2			\$14.01	\$89.46
Wichita, KS 67211	7	2	-	-	φ14.91	389.40
Address	Jumbo 'D' Cylinder Safety	Jumbo 'D' Vohiolo Quantity	"M" Cylinder Safety	"M" Cylinder Vehicle	Buice non Culindon	Total
	Stock (Stations)	Jumbo D venicle Quantity	Stock (Stations)	Quantity	Frice per Cynnuer	Total
	12	6	_	_	\$14.91	\$268.38
Derby, KS 67037	12	· ·			W11121	\$200.50
Address	Jumbo 'D' Cylinder Safety	Jumbo 'D' Vehicle Quantity			Price per Cylinder	Total
	Stock (Stations)	Jumbo B venicle Quantity	Stock (Stations)	Quantity	Trice per Cymiaer	Total
116 N. 3rd St. Colwich	3	6	-	-	\$14.91	\$134.19
Address	Jumbo 'D' Cylinder Safety Stock (Stations)	Jumbo 'D' Vehicle Quantity	"M" Cylinder Safety Stock (Stations)	"M" Cylinder Vehicle Quantity	Price per Cylinder	Total
929 N. St Francis	50	20	20	10	\$14.91 (D)	\$1,043.70 (D)
Wichita, KS 67214	30	20	20	10	\$19.14 (M)	\$574.20 (M)
550 E. Hillside	50	20		10	\$14.91 (D)	\$1,043.70 (D)
Wichita, KS 67214	30	20	-	10	\$19.14 (M)	\$191.40 (M)
3400 E. Grand	50	20	20	10	\$14.91 (D)	\$1,043.70 (D)
Wichita, KS 67218	30	20	20	10	\$19.14 (M)	\$574.20 (M)
14800 W. St. Teresa	15	15			\$14.91 (D)	\$447.30 (D)
Wichita, KS 67235	13	13	-	2	\$19.14 (M)	\$38.28 (M)
	Wichita, KS 67226 4440 S Broadway Wichita, KS 67216 2255 S Greenwich Wichita, KS 67216 2210 N 135th St W Wichita, KS 67207 2110 N 135th St W Wichita, KS 67235 2659 S Hydraulic Wichita, KS 67211  Address 715 E. Madison Derby, KS 67037  Address 116 N. 3 <sup>rd</sup> St. Colwich  Address 929 N. St Francis Wichita, KS 67214 550 E. Hillside Wichita, KS 67214 3400 E. Grand Wichita, KS 67214 3400 E. Grand Wichita, KS 67218 14800 W. St. Teresa	Wichita, KS 67226	Wichita, KS 67226	Wichita, KS 67226	Wichita, KS 67226	Wichita, KS 67226

Medical Grade Oxygen RENTED CYLINDER DELIVERED SUMMARY							
		Annual Pricing per Departmen	t (Per Pricing should match totaled	Itemized Pricing Per Dep	partment 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 <mark>RENTED</mark> CYLINDER <mark>DELIVERED</mark> ITEMIZED						
	Itemiz		ation DELIVERED (Per Pricing sh	ould match totaled Annua	l 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.	4	2	-	-	\$14.91	\$89.46
	Andale, KS 67001	·	_			*****	*******
Station 31 Cylinder Cage	5848 N. 247th St. W.					\$7.00	\$7.00
Station 31 Cylinder Cage	Andale, KS 67001					U7.00	\$7.00
Station 32	7750 N. Wild West Dr.	- 11	4	_	_	\$14.91	\$223.65
Diamon 32	Park City, KS 67147		·			ψ1,1	<b>\$225.05</b>
Station 32 Cyinder Cage	7750 N. Wild West Dr.					\$7.00	\$7.00
Station 32 Cymaei Cage	Park City, KS 67147					97.00	\$7.00
Station 33	10625 W 53rd St. N.	9	3	_	_	\$14.91	\$178.92
Sanon 33	Maize, KS 67101	,	-			4-10-	\$170.DZ
Station 33 Cylinder Cage	10625 W 53rd St. N.					\$7.00	\$7.00
	Maize, KS 67101					*****	
Station 34	334 N. Main	7	3	_	_	\$14.91	\$149.10
Sanon 3 .	Haysville, KS 67060	, i	-			*****	ψ1 19.110
Station 34 Cylinder Cage	334 N. Main					\$7.00	\$7.00
g-	Haysville, KS 67060					*****	
Station 35	1535 S. 199th St. W.	5	3	_	_	\$14.91	\$119.28
	Goddard, KS 67052		_			*****	*****
Station 35 Cylinder Cage	1535 S. 199th St. W.					\$7.00	\$7.00
	Goddard, KS 67052						200
Station 36	5055 S Oliver St	5	3	_	_	\$14.91	\$119.28
	Wichita, KS 67210	-	_			W. 1.7.	V117.20
Station 36 Cylinder Cage	5055 S Oliver St					\$7.00	\$7.00
Station 30 Cymnael Cage	Wichita, KS 67210					ψ, <b>0</b>	\$7.00

	42.42 M W II DI I	1		1			
Station 37	4343 N. Woodlawn Blvd Bel Aire, KS 67220	- 8	4	-	-	\$14.91	\$178.92
	4343 N. Woodlawn Blvd					4	
Station 37 Cylinder Cage	Bel Aire, KS 67220					\$7.00	\$7.00
Station 38	1010 N. 143rd St. E.	7	3	-	-	\$14.91	\$149.10
Station 38	Wichita, KS 67230	,	3		_	\$14.71	\$149.10
Station 38 Cylinder Cage	1010 N. 143rd St. E.					\$7.00	\$7.00
	Wichita, KS 67230 3610 S. 263rd St. W.						
Station 39	Garden Plain, KS 67052	7	2	-	-	\$14.91	\$134.19
Station 39 Cylinder Cage	3610 S. 263rd St. W.					\$7.00	\$7.00
Station 39 Cylinder Cage	Garden Plain, KS 67052					37.00	\$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
Contraction of the Contraction o	731 N Main					67.00	67.00
Station 1 Cylinder Cage	Wichita, KS 67203					\$7.00	\$7.00
Station 2	1240 S Broadway	11	7	-	-	\$14.91	\$268.38
	Wichita, KS 67211						
Station 2 Cylinder Cage	1240 S Broadway Wichita, KS 67211					\$7.00	\$7.00
over 2	3261 N Broadway		2			61401	612410
Station 3	Wichita, KS 67219	- 6	3	-	-	\$14.91	\$134.19
Station 3 Cylinder Cage	3261 N Broadway					\$7.00	\$7.00
	Wichita, KS 67219					*****	
Station 4	2423 W Irving Wichita, KS 67213	7	3	-	-	\$14.91	\$149.10
	2423 W Irving						4
Station 4	Wichita, KS 67213					\$7.00	\$7.00
Station 5	257 N Hillside	4	2	_	_	\$14.91	\$89.46
Station 5	Wichita, KS 67214	·	ű			W11121	\$05.10
Station 5 Cylinder Cage	257 N Hillside	-				\$7.00	\$7.00
	Wichita, KS 67214 2346 N Coolidge						
Station 7	Wichita, KS 67204	- 6	3	-	-	\$14.91	\$134.19
Station 7 Cylinder Cage	2346 N Coolidge					\$7.00	\$7.00
Station / Cylinder Cage	Wichita, KS 67204				1	\$7.00	97.00
Station 8	661 N Elder	- 6	3	-	-	\$14.91	\$134.19
	Wichita, KS 67212 661 N Elder						
Station 8 Cylinder Cage	Wichita, KS 67212					\$7.00	\$7.00
Station 9	350 S Edgemoor	- 6	3	_	_	\$14.91	\$134.19
Station 9	Wichita, KS 67218	Ü	3	-	-	\$14.91	\$134.19
Station 9 Cylinder Cage	350 S Edgemoor Wichita, KS 67218	-				\$7.00	\$7.00
	2950 E 21st St N		_			1	
Station 10	Wichita, KS 67206	- 6	3	-	-	\$14.91	\$134.19
Station 10 Cylinder Cage	2950 E 21st St N					\$7.00	\$7.00
Sanon 10 Symaal Sage	Wichita, KS 67206					\$7.00	97.00
Station 11	1845 George Washington Blvd Wichita, KS 67218	- 6	3	-	-	\$14.91	\$134.19
Station 11 Cylinder Cage	1845 George Washington Blvd					\$7.00	\$7.00
	Wichita, KS 67218					*****	4
Station 12	3443 S Meridian	- 6	3	-	-	\$14.91	\$134.19
	Wichita, KS 67217 3443 S Meridian						
Station 12 Cylinder Cage	Wichita, KS 67217					\$7.00	\$7.00
Station 13	3162 W 42nd St N	6	3	-	-	\$14.91	\$134.19
	Wichita, KS 67204	Ů				ψ. (1/2)	ψ1.5 T.17
Station 13 Cylinder Cage	3162 W 42nd St N					\$7.00	\$7.00
-	Wichita, KS 67204 6408 Farmview						
Station 14	Wichita, KS 67206	- 4	2	-	-	\$14.91	\$89.46
Station 14 Cylinder Cage	6408 Farmview					\$7.00	\$7.00
Station 14 Cymiuci Cage	Wichita, KS 67206					\$7.00	\$7.00

Station 15	7923 E Lincoln	4	2	-	-	\$14.91	\$89.46
	Wichita, KS 67207					·	
Station 15 Cylinder Cage	7923 E Lincoln	_				\$7.00	\$7.00
	Wichita, KS 67207					·	
Station 16	1632 N Tyler	6	3	-	-	\$14.91	\$134.19
	Wichita, KS 67212						
Station 16 Cylinder Cage	1632 N Tyler					\$7.00	\$7.00
	Wichita, KS 67212		i				
Station 17	10651 W Maple	4	2	-	-	\$14.91	\$89.60
	Wichita, KS 67209						
Station 17 Cylinder Cage	10651 W Maple	_				\$7.00	\$7.00
	Wichita, KS 67209						
Station 18	2808 N Webb Wichita, KS 67226	6	3	-	-	\$14.91	\$134.19
	2808 N Webb						
Station 18 Cylinder Cage	Wichita, KS 67226					\$7.00	\$7.00
	4440 S Broadway						
Station 19	Wichita, KS 67216	6	3	-	-	\$14.91	\$134.19
	4440 S Broadway			·			
Station 19 Cylinder Cage	Wichita, KS 67216					\$7.00	\$7.00
	2255 S Greenwich						
Station 20	Wichita, KS 67207	4	2	-	-	\$14.91	\$89.46
	2255 S Greenwich						
Station 20 Cylinder Cage	Wichita, KS 67207					\$7.00	\$7.00
	2110 N 135th St W						
Station 21	Wichita, KS 67235	4	2	-	-	\$14.91	\$89.46
	2110 N 135th St W						
Station 21 Cylinder Cage	Wichita, KS 67235					\$7.00	\$7.00
	2659 S Hydraulic						
Station 22	Wichita, KS 67211	4	2	-	-	\$14.91	\$89.46
0	2659 S Hydraulic					0.00	0.00
Station 22 Cylinder Cage	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	12	6	_	_	\$14.91	\$268.38
Station of	Derby, KS 67037	12	Ü			\$14.71	\$200.50
Station 81 Cylinder Cage	715 E. Madison					\$7.00	\$7.00
Station of Cylinder Cage	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. 3rd St. Colwich	3	6	-	-	\$14.91	\$268.38
Station 55 Cylinder Cage	116 N. 3rd 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	50	20	20	10	70 @ \$14.91 30 @	\$1.617.70
via Christi St. Fiancis	Wichita, KS 67214	30	20	20	10	\$19.14	\$1,617.70
Via Christi St. Francis Cylinder Cage	929 N. St Francis					\$7.00	\$7.00
via Christi St. Francis Cynnder Cage	Wichita, KS 67214					** **	\$7.00
Wesley Medical Center	550 E. Hillside	50	20	-	10	70 @ \$14.91 30 @	\$1,235.10
Medical Collect	Wichita, KS 67214	20	20	l		\$19.14	31,233.13
Wesley Medical Center Cylinder Cage	550 E. Hillside					NA - Hospital provides their own Cylind	er Cage
, zymaer cage	Wichita, KS 67214					, ,	
Via Christi St. Joseph	3400 E. Grand	50	20	20	10	70 @ \$14.91 30 @	\$1,617.70
	Wichita, KS 67218					\$19.14	, /
Via Christi St. Joseph	3400 E. Grand					\$7.00	\$7.00
	Wichita, KS 67218					·	-
Via Christi St. Teresa	14800 W. St. Teresa	15	15	-	2	70 @ \$14.91 30 @	\$485.58
	Wichita, KS 67235 14800 W. St. Teresa			<u> </u>		\$19.14	
Via Christi St. Teresa	Wichita, KS 67235					\$7.00	\$7.00
<u> </u>	" ICIIIta, IXO 0/233						

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)		
Е	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 Cohlmia 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	Pricing details in p	No hourly rate provided Pricing details in proposal (include per campaign and monthly charges)					
	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				
No Submission	Justin McClure Creative	Kansas Beer Wholesalers Association	Lamar Advertising Company				
No Submission	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.