

Tab 2 - IV. EVALUATION PROCESS AND CRITERIA

a) Products/Pricing:

- i. Offerors shall provide pricing based on a discount from a manufacturer's price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Offeror and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, they different percentages are specified. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. Offerors may elect to limit their proposals to any category or categories.

Response:

Please see the Pocket Nurse discount pricing offer letter and the bid offering discount pricing spreadsheet which has been enclosed.

Question:

- ii. Include an electronic copy of the catalog from which discount, or fixed price, is calculated. Electronic price lists must contain the following: *(if applicable)*
 - Manufacturer part #
 - Offeror's Part # (if different from manufacturer part #)
 - Description
 - Manufacturers Suggested List Price and Net Price
 - Net price to Region 4 ESC (including freight)

Please see Offer Letter & Deviations/Clarifications Page(s)

Media submitted for price list must include the Offerors' company name, name of the solicitation, and date on a Flash Drive (i.e. Pin or Jump Drives).

Response:

Please see the Pocket Nurse bid offering discount pricing Offer Letter and spreadsheet which has been enclosed. Freight is as outlined in the Pocket Nurse Discount Pricing Offer Letter and on the Deviations/Clarifications page.

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a) Products/Pricing:

Question:

- iii Is pricing available for all products and services?

Response:

Pocket Nurse sells medical supplies, furniture and equipment for healthcare education and simulation.

- 20% discount from the Pocket Nurse everyday low, on-line price for the majority of our product offering of over 5,000 skus
- Amico, Laerdal and refurbished equipment receive an 8% discount from the Pocket Nurse everyday low on-line pricing of approximately 400 skus
- Laerdal High Fidelity product line will receive a 1/2% discount from the MSRP
- 5% discount from the Pocket Nurse everyday low, on-line price for the balance of its offering, referred to as "exceptions", 266 skus
- From the current offering, only two (2) manufacturers products out of two hundred ninety-four (294) are excluded from the contract due to less than favorable manufacturer discount structure to include Gaumard and Isotech.
- Subscription, on-site and web-based education, preventative maintenance, extended warranties, replacement parts, special delivery service, would not receive any additional discounts from the Pocket Nurse everyday low on-line price.

- iv. Describe any shipping charges.

Response: For this bid, Pocket Nurse is offering:

- Free parcel type first (1st) floor deliveries via FedEx Ground.
- All 3rd party freight (LTL) deliveries will have freight calculated at time of order entry and be based upon the quantity, weight and distance to include but not limited to large equipment and furniture.
- Orders must have a merchandise minimum order size of \$100.00 to avoid a less than minimum \$20 service charge.

Question:

- v. Provide pricing for warranties on all products and services.

Response:

Standard Manufacturer Warranties apply. Some manufacturer's offer additional warranties which can be quoted and purchased specific to a product.

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a) Products/Pricing:

Question:

- vi. Describe any return and restocking fees.

Response:

Please see the attached Pocket Nurse Returns and Restocking Policies in Tab 10 Additional Documents which provide complete details.

Question:

- vii. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc.

Response:

Pocket Nurse is not only willing to offer, but strongly encourages customers to request large volume order discounts and one-time opportunity discounts which provides Pocket Nurse the opportunity to offer the best competitive pricing available

Question:

- viii. Describe how customers verify they are receiving Contract pricing.

Response:

Members/Customers will be able to view a product's on-line price by visiting the Pocket Nurse public website which requires no log-in or password. They can then compare this price to their contract price which will be found on the Pocket Nurse password protected website.

For the 266 items listed on the price file classified as exceptions - call for 2019 MSRP, a price file will be sent upon request as Pocket Nurse does not publish website pricing for these select items. All pricing for exceptions will be evaluated quarterly. While individual pricing may change, the category discount will not change.

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Question:

- ix. Describe payment methods offered.

Response:

Upon customer receipt of a Pocket Nurse invoice, payment terms are Net 30 and payable via check sent to:

Pocket Nurse, PO Box 644898, Pittsburgh, PA 15264 with payment notification sent to Email: accounting@pocketnurse.com

or

ACH payment methods can be set up and payments processed through ACH payment methods. ACH payment form completion to be completed and provided upon customer request.

Question:

- x. Propose the frequency of updates to the Offeror's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract.

Response:

Pocket Nurse tries to retain pricing for one (1) year. Occasionally manufacturers will increase pricing due to unforeseen circumstances. When this occurs, the website pricing will be updated to which the contracted discount will apply.

Pocket Nurse evaluates the overall pricing structure once a year. This typically occurs between February – March and is updated to the website in April.

Question:

- xi. Describe how future product introductions will be priced and align with Contract pricing proposed.

Response:

Any future products that are introduced will follow the current pricing structure as listed on our Bid Response Offer Letter.

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Question:

- xii. Provide any additional information relevant to this section.

Response:

None that currently apply.