

ADDENDUM II

DATE: NOVEMBER 9, 2020

FOR

REQUEST FOR RESPONSES #31126

SHOULDER IMPLANTS & ACCESSORIES

DATED: October 19, 2020

TO

UNIVERSITY OF MISSOURI HEALTH CARE

The above entitled specifications are modified as follows and except as set forth herein remain unchanged and in full force and effect:

Below are questions received in response to the Request for Response #31126

- Question 1: If a vendor agrees to multiple categories, but are unable to meet the pricing in one or more categories, will our submission be denied in its entirety?

Response 1: No, vendors will be allowed to participate in the categories they are able to meet pricing.

- Question 2: Will vendors be able to participate based upon meeting the pricing only in the categories that we agree to your submitted price point?

Response 2: Yes.

- Question 3: Are all submissions on October 30th, final?

Response 3: The responses received at the conclusion of the RFP will be reviewed. Any requests for exceptions will be shared with the physician stakeholders which may require additional dialogue with vendor respondents. Although the preference is for the vendors to submit their final responses, we understand there may be more discussion.

- Question 4: Will there be any consideration to alternative pricing arrangements? For example, could a vendor beat the pricing in one category to offset higher pricing in another category?

Response 4: All responses and proposals will be considered. However; the intent is to have one pricing across all vendors for the capitated construct pricing. Any

consideration for exceptions or adjustments to construct pricing may need to be adjusted for all. This would require MUHC to consider the overall impact to the project.

- Question 5: In the case of Terms and Conditions, are there any parts of the Terms and Conditions that can be negotiated, if corporate does not agree to specific wording of Terms and Conditions outlined in the RFP? Would these Terms and Conditions need to be settled on prior to the submission date of October 30th?

Response 5: No, redlines to the Terms and Conditions can be submitted with the response and worked on with each organizations legal teams until agreed upon.

- Question 6: Could the outcome of this RFP prevent other companies from being able to provide Shoulder Arthroplasty products to your Physicians, leading to a sole source agreement?

Response 6: The physician stakeholders have requested a model that allows all vendors agreeing to the pricing to be allowed to participate. The intent is not to limit vendors at this time.

- Question 7: Will there be a carve out for niche companies or product?

Response 7: Respondents should provide any “carve-outs” or requests for exceptions in their response. Each will be given consideration and discussed with the Physician stakeholders for acceptance.

- Question 8: If a Physician has a consulting agreement with any of the companies that does not meet price points, will the Physician be able to utilize the products that the company provides?

Response 8: At this time; we have no reported conflicts of interest or current agreements that would require exception to the current RFP as proposed. The expectation is all participating vendors be aligned with the pricing as proposed.

- Question 9: Arthrex Modular Glenoid System for Reverse Total shoulder allows many advantages for Physicians. The modularity offers options for Physicians to make intra operative choices based upon findings. One such finding that MGS can account for are changes to glenoid anatomy. Our base plate features oblique augments as well as +2 and +4 laterlized baseplates to account for medial bone wear. We consider all the baseplates mentioned to be augments. Do our expectations with these to be submitted as augments align with your augment considerations?

Response 9: Yes.

- Question 10: Are Pins, pin kits, drill bits, suture kits, suture anchors for subscapularis repair to be included in the capitated price, or can these be considered additions?

Response 10: Suture kits and suture anchors would not be considered in the capitated price. The pins, pin kits and drill bits would.

- Question 11: In the case of Reverse total shoulder, there are few instances where a spacer in the humeral cup is required to provide appropriate tensioning of the soft tissue. Will spacers be considered an add-on to the construct, or are they required to be in the capitated price?

Response 11: Spacers would be considered an add-on.

- Question 12: Will each procedure be billed at the CAP price identified in the Capitated Construct ? I.e. Anatomic = \$5,500 Stemless = \$6,000, Reverse = \$7,500, and Reverse w Augment = \$8,000 ? There will be only one price per procedure vs. Line item pricing resulting in pricing for all components used in a particular procedure?

Response 12: Yes, each procedure will be billed at the CAP price. It would be nice to have the line items for each case that fell into that construct.

- Question 13: How are disposables such as drill bits, ancillary pins, etc supposed to be recognized ? Outside of the proposed CAPs ?

Response 13: Yes, anything that a vendor feels falls outside of the construct should be represented with proposed pricing.

- Question 14: How many shoulder units does UMO complete from a anatomic and reverse procedure basis ?

Response 14: See transaction data attachment.

- Question 15: Is the RFP considered an ALL Play scenario versus a limited vendor approach ?

Response: Yes, the physicians have requested an all play.

- Question 16: Does anatomic @ \$5,000 include both cemented and porous technology ?

Response 16: Yes.

- Question 17: Can you please clarify the meaning of UNSPSC as shown in the requested product/pricing file?

Response 17: This is something new that we have started incorporating in our analysis. It assists us in benchmarking. The United Nations Standard Products and Services Code (UNSPSC) is generally assigned to each product. If you do not have a registered or assigned UNSPSC, just list N/A for now. Aside from our internal analysis, we wouldn't exclude a vendor if they don't have one or don't align with one.

- Question 18: Are the UNSPSC codes shown in the third tab exclusively to be used when building the above product/pricing file?

Response 18: Yes, unless you identify a UNSPSC that we have excluded. Then you can add without issue.

If a vendor submitted a question that does not appear in this addendum and a response has not been returned, please contact Marcy Maddox via email at maddoxml@health.missouri.edu.

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