

# Request for Proposal

## Bone Cement

Date: 6/7/2022

RFP #: 137812

At the direction of University of Missouri Healthcare, **aptitude** is launching this RFP and you are formally invited to submit a proposal.

**Business Opportunity:** Provider has undertaken a process to review the quality and costs associated with the delivery of care with regards to impactful high volume, high cost medical devices. Strategic Sourcing has engaged clinical leadership in this process, and they have offered support to ensure a reduction in costs while maintaining quality of care.

**Cross References:** In order to fully examine and optimize all possible award structures, Provider requests that their current product spend be cross referenced to the best of your ability so your proposal value can be fully evaluated. The attached RFP Response Template has all the items purchased for the past 12 months.

**Contract Length:** 24 months

**Contract Target Effective Date:** 9/1/2022

**Pricing / Award Structures Requested:**

- Access
- Sole Source 70% commitment
- Dual Source 90% commitment

**Attachments associated with this RFP include:**

- **RFP Response Template** – Detailed instructions for responses per Provider
- **Participating Facilities** – Facilities included in the RFP
- **Quiet Period** – For review, signature, and return

**Missouri Contracting Requirements:**

- **Must agree to add terms in Custom 3 schedule with awarded contract:**

If the Agreement involves the acquisition or disposal of services, supplies, information technology, or construction and has a total potential value of \$100,000 or more, and if Seller is a company with ten (10) or more employees, then Seller certifies that it, and any company affiliated with it, does not boycott Israel and will not boycott Israel during the term of the Agreement. In this Paragraph, the terms “company” and “boycott Israel” shall have the meanings described in Section 34.600 of the Missouri Revised Statutes.

As a Missouri public Corporation, Buyer is subject to constitutional and statutory limitations on its ability to enter into certain contractual terms and conditions, including but not limited to: those related to Buyer’s indemnification of other parties; confidentiality requirements; liability for other parties’ acts or omissions; disclaimers and limitations on other parties’ liability; liens on Buyer property; liquidated damages; waivers, disclaimers and limitations on legal rights and remedies; granting control of litigation or settlement to other parties; and payment of other parties’ attorney fees or court costs (collectively, “Limitations”). Terms and

Conditions of the Agreement relating to the Limitations will only be binding on Buyer to the extent permitted by Missouri law and without waiving sovereign immunity.

**Additional Contracting Requirements:**

- Any awarded supplier active in aptitude will execute a CPA accordingly.
- Any awarded supplier not active in aptitude but awarded a national GPO contract will execute an agreement tied to the national GPO contract.
- Any awarded suppliers not applicable to the above two scenarios are encouraged to become active in aptitude or execute a local agreement.

**Consignment:** In program areas, **where applicable**, awarded suppliers are expected to participate in the Product Consignment Program: consignment agreements will be addressed by University of Missouri Healthcare and awarded suppliers.

**Product Evaluations:** As part of this project, physicians are supportive of evaluating products and devices that may not currently be used by University of Missouri. In the event such opportunities are identified by University of Missouri Healthcare providers, University of Missouri will work with Supplier to coordinate a product evaluation.

Please utilize the RFP Template on the following attachment to complete the requested information by 7/6/2022. All completed documents need to be submitted to [pricingrequest@aptitude.com](mailto:pricingrequest@aptitude.com) with RFP ID# 137812 and company name in the subject line.

We ask for your reply to this communication as confirmation of receipt and please direct any subsequent questions regarding this RFP to contact information below. Thank you in advance for your cooperation and we look forward to receiving your responses and working with you on this initiative.

Regards,

Marcy

Business / Clinical Questions:

Marcy Maddox  
Director; Clinical Supply Chain Operations  
MUHC  
[maddoxml@health.missouri.edu](mailto:maddoxml@health.missouri.edu)

Aptitude Questions:

Suzy Eberle  
Strategic Supplier Partnership Director  
[suzy.eberle@aptitude.com](mailto:suzy.eberle@aptitude.com)