

Irvine, Christine (OGS)

From: Jessica R. Watson <jessicaw@cabvi.org>
Sent: Thursday, October 10, 2013 6:30 PM
To: Irvine, Christine (OGS); 'Elam, Amanda'; Better, Joseph (OGS); Laney, Carrie
Cc: OGS.sm.PS_CM_PREFERREDSource
Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

I apologize for my delay. Please see below for the requested information and let me know if you are in need of anything else.

Thank you,
Jessica

From: Irvine, Christine (OGS) [Christine.Irvine@ogs.ny.gov]
Sent: Thursday, October 10, 2013 4:56 PM
To: 'Elam, Amanda'; Better, Joseph (OGS); Laney, Carrie
Cc: OGS.sm.PS_CM_PREFERREDSource; Jessica R. Watson
Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

Jessica – Can you also tell us what the MFN# is for 581 UltraSoft Norm Liner?

From: Elam, Amanda [mailto:aelam@nib.org]
Sent: Thursday, October 10, 2013 4:53 PM
To: Irvine, Christine (OGS); Better, Joseph (OGS); Laney, Carrie
Cc: OGS.sm.PS_CM_PREFERREDSource; Jessica R. Watson (jessicaw@cabvi.org)
Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

Christine – no reply yet from Jessica in Utica at CABVI – please be advised that your info on 588 below is correct. As far as the 581 – awaiting response from Jessica though we CAN confirm its 96 per case, not 90.

JESSICA – Please reply to all on this and provide confirmation on the 581 details below as soon as possible. Thanks!

Amanda L. Elam
Project Development Manager
194 Washington Avenue
Suite 300
Albany, NY 12210
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**New York State Preferred Source
Program for People Who Are Blind**
Managed by National Industries for the Blind

From: Irvine, Christine (OGS) [mailto:Christine.Irvine@ogs.ny.gov]
Sent: Thursday, October 10, 2013 4:00 PM
To: Elam, Amanda; Better, Joseph (OGS); Laney, Carrie

Cc: OGS.sm.PS_CM_PREFERREDSource

Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

Thank you very much for the clarification. We will proceed as indicated below. The pricing presented below is in conformance with our benchmarks.

To ensure we don't misconstrue this change in our documentation-- Please confirm each of the following:

For the substitution on 581, **Ultrasoft Norm Liner (ULTRASOFTNORM)** replaces **Comfort Plus**:

- | | | |
|---|-----|-----------|
| 1. This item is a norm not a plus? | Y/N | Y |
| 2. Are the dimensions still 14.6x24.4"? | Y/N | 14 x 25.5 |
| 3. Quantity is 90 (replaces 80)? | Y/N | 96/case |
| 4. Case Price is \$36.96 | Y/N | Y |
| 5. Unit price is \$ 0.41 | Y/N | .385 |

For the substitution on 588 -- Bariatric Briefs, same item, new price? Does anything else change beyond the price? Please indicate any changes needed to items below:

1. Baribrief is MFN#: BARIBRIEFC
2. Bariatric Brief -- Cloth-like White, 94",3
3. Case Quantity = 32
4. Case Price = \$40.96
5. Unit Price = \$1.28

Let me know... thanks!!

From: Elam, Amanda [<mailto:aelam@nib.org>]

Sent: Thursday, October 10, 2013 3:29 PM

To: Irvine, Christine (OGS); Better, Joseph (OGS); Laney, Carrie

Cc: OGS.sm.PS_CM_PREFERREDSource

Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

Christine, Joe --

Here is what I can give you at this time - hoping that this makes it possible to move forward... I cannot provide you with detailed cost analyses on the two revisions at this time, but I DO have new pricing for you!

1. 581 -- please change this to the Ultrasoft liner -- Norm -- 96/case - \$36.96 / case
2. 585.4 -- please discontinue this item for now
3. 588 -- we can reduce our price on this thanks to our supplier -- new price - \$40.96 / case

Please let me know if this works for all the needs of moving this forward more comfortably to the council tomorrow. Hope nothing burned down since we spoke before your fire alarm went off!

Amanda

Amanda L. Elam

Project Development Manager

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From: Irvine, Christine (OGS) [<mailto:Christine.Irvine@ogs.ny.gov>]
Sent: Monday, September 30, 2013 5:52 PM
To: Elam, Amanda; Better, Joseph (OGS); Laney, Carrie
Cc: OGS.sm.PS_CM_PREFERREDSOURCE
Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

Amanda -

This is very helpful. Thank you for being prompt and thorough. We will move forward with what you have provided, and if we have any more questions as we prepare the packages for the Procurement Council we will let you know.

Christine

From: Elam, Amanda [<mailto:aelam@nib.org>]
Sent: Monday, September 30, 2013 3:57 PM
To: Better, Joseph (OGS); Laney, Carrie
Cc: OGS.sm.PS_CM_PREFERREDSOURCE; Irvine, Christine (OGS)
Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

Good afternoon -

I wanted to provide as much reply as I can today, as I committed to doing.

With regard to all the products other than the two Prevail products, our product lines are being made in the USA, so this may contribute to some of the slightly higher prices. However, the 581 series that seemed to be the one with the most troublesome increased pricing over the NYSID comparable (the Comfort-Aire Series) is soon to be discontinued by Medline, to be replaced by a superior product called UltraSoft, so we would like to offer the UltraSoft product line at pricing for packaging of 96 per case and the price will be as good or better than the comparative product by NYSID that you are suggesting once the revision is implemented.

Although I realize this change is inconvenient for the purposes of advance distribution to the Council, we will have the information to you by tomorrow for the updated item series 581. I hope this does not cause any sort of barrier to our presentation going forward on October 30.

Please advise if you need further clarification on the reason for slightly higher pricing. We stand by excellent quality and US-based manufacturing as the reasons for slight increases, and with regard to the Prevail products we are only pennies different, so I cannot offer any further explanation on that without access to NYSID's costing breakdown.

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**New York State Preferred Source
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From: Better, Joseph (OGS) [<mailto:Joseph.Better@ogs.ny.gov>]
Sent: Wednesday, September 25, 2013 4:33 PM
To: Elam, Amanda; Laney, Carrie
Cc: OGS.sm.PS_CM_PREFERREDSource; Irvine, Christine (OGS)
Subject: RE: 1026-C Adult Incontinence Products CABVI Procurement Council Application

I apologize. I neglected to list the following to items as requiring clarification:

- A. NIB# 6403254
- B. NIB# 6404968

Thank you!

Joseph Better
Contract Management Specialist 2
New York State Procurement
37th Floor Corning Tower, ESP
Albany, NY 12242
Phone: (518) 474-7101
Email: joseph.better@ogs.ny.gov



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From: Better, Joseph (OGS)
Sent: Wednesday, September 25, 2013 1:32 PM
To: 'Elam, Amanda' (aclam@nib.org); 'Laney, Carrie' (claney@nib.org)
Cc: OGS.sm.PS_CM_PREFERREDSource; Irvine, Christine (OGS)
Subject: 1026-C Adult Incontinence Products CABVI Procurement Council Application

Amanda/Carey:
NYSPro has performed an additional review of the p

For the following items, OGS NYSPRO performed a comparison against products offered by NYSID. Based on our review, it appears that for the following items (see attached spreadsheet 1026-C NIBNYSID Compare) NIB is proposing higher pricing than NYSID.

- A. NIB # 562
- B. NIB # 581
- C. NIB # 582
- D. NIB # 583
- E. NIB# 583.1
- F. NIB# 584.5
- G. NIB# 585.3
- H. NIB# 585.4
- I. NIB# 585.5
- J. NIB#
- K. NIB#
- L. NIB# 588

Please explain why NIB's items appear to be more expensive than NYSID's, especially since, if approved, your products are given priority in the law.

Thank you!

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Service Administrator: VANCE BROWN

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