



Contract last updated on Aug 1, 2014

Revision number:

State of Utah Purchasing Agent: Brenda Veldevere

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Email: bveldevere@utah.gov**ITEM: MEDICAL, HOSPITAL AND PERSONAL CARE ITEMS (MMCAP)**

VENDOR: 93604A McKesson Medical-Surgical
Minnesota Supply Inc.
8121 10th Avenue North
Golden Valley, MN 55427

INTERNET HOMEPAGE: www.mckesson.com

GENERAL CONTACT: Therese Mugge
TELEPHONE: (763) 595-6133
FAX NUMBER: (800) 237-9766
EMAIL ADDRESS: therese.mugge@mckesson.com

REPORTING TYPE: LINE-ITEM
PRICE: SEE SECTION 1
TERMS: NET 30 DAYS

EFFECTIVE DATES:	12/01/2012 – 07/31/2015 (Potential contract renewals through 7/31/2017)
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DAYS REQUIRED FOR DELIVERY: 2 days ARO
FREIGHT AND MINIMUM ORDER: Orders shipped common carrier- FOB Destination/ No minimum order

BRAND NEW CONTRACT.

This is a multiple award contract. Please see the following contracts before making a purchasing decision.

MA264 Medline Industries
MA310 McKesson Medical Surgical
MA477 Cardinal Health
MA2013 Physicians Sales and Service



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A Summary of McKesson’s Responses and Commitments

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Definitions: “McKesson” is McKesson Medical-Surgical Minnesota Supply Inc.
 “MMCAP” is Minnesota Multi-state Contract Alliance for Pharmacy
 “GPO” is a Group Purchasing Organization and is similar to a co-op.
 MMCAP is a GPO

SECTION 1 – PRICING

The scope of this contract covers medical and hospital supplies, and personal care items.

This contract is based on MMCAP pricing. McKesson charges the state MMCAP prices, in accordance with the terms and conditions of the contract between McKesson and MMCAP.

McKesson’s catalog of items is available through the MMCAP contract either as fixed prices or with discount applied.

Pricing to the state may be accessed at the MMCAP website www.mmcap.org or at <https://mms.mckesson.com/index.mck> once the facility is received an account number from McKesson.

MMCAP prices and historical prices may be verified at the MMCAP website www.mmcap.org.

All prices include delivery, sales representation, all costs, and all McKesson value added services offered under the contract.

Pricing for packaging levels are in accordance with the contract pricing.

All of McKesson’s products are available through the MMCAP contract either as fixed pricing or with discount applied.

There are no rebates paid directly under this contract, however an Administrative Fee is paid to MMCAP calculated on the price at point of sale and a percentage of that Administrative Fee is provided back to the facility as Shareback Credit in accordance with contract between McKesson and MMCAP.

Pricing will remain the same when the State purchasing card is used.



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SECTION 2 – ON-LINE CATALOG AND ORDERING

When Ordering, please reference MMCAP Medical Supplies Contract #MM12016 and State of Utah Contract MA310

An on-line catalog and on-line ordering are available under this contract through McKesson SupplyManager.

All pricing will reflect the contract products automatically on the website after the facility has specified they want access to McKesson's MMCAP contract pricing and have established a registered McKesson account.

The web site easily shows the quantities available for each package level (EA, BX, CS, etc.) and corresponding prices.

The web site shows what is in stock at the primary warehouse that services Utah and also provides order tracking information.

ScanManager bar-coding with scanners, inventory management, MSDS sheets and customized reporting are also available. There may be a fee for the ScanManager technology.

Reporting tools are also available online, ordering history, invoice information, inventory management and many others.

Orders may also be placed by email, phone, fax, through our designated customer service department.

All needed education and training will be provided via sales representatives and local management. A toll free customer support line exists for trouble shooting, training, and ordering questions. The phone number is 1-800-328-8111, option 1.

SECTION 3 – DISTRIBUTION

No Minimum Purchase Order Requirement. There shall be no minimum order requirements or charges, regardless of order size or payment amount.

Orders confirmed by 1:00pm will ship the same business day. Orders received after that time will be shipped the following business day.

Products not stocked in the primary distribution center will be shipped from an alternate location, FOB destination. Alternate products will usually be delivered within 3-5 days from the date of purchase.

Products that ship directly from the manufacture require additionally lead time, usually 7-10 days.



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All returns must be authorized by McKesson prior to receipt. Product must be returned within 60 day of purchase. Return goods authorizations (RGAs) may be arranged by phoning Customer Service at 1-800-328-8111, option 1. Special ordered items or custom products are not returnable.

The emergency plan is a separate attachment as Attachment A to this document.

FOB destination on all orders. Freight charges will be added to emergency overnight shipments.

The status of each order can be provided to the ordering facility on the day the order is placed through SupplyManager or customer service.

SECTION 4 – SALES SUPPORT

McKesson offers a Utah a designated Government Sales Account Manger and customer service team. All the individuals are well versed in the MMCAP contract and the unique needs of government agencies.

Vendor Customer Support includes but is not limited to the following:

- Sales Representatives
- Customer Service Representatives
- Clinical Representatives
- Manufacturer Service Technicians
- Distribution Center Representatives
- MMCAP Contract Representatives for the MMCAP Office
- MMCAP Contract Representatives for the MMCAP Participating Facilities
- MMCAP Account Representatives
- Product Marketing Specialists
- Manufacturer Product Training and Education Specialists
- Government Supply Chain Specialists
- Product Ordering System Technical Support and Training Specialists
- Contract Implementation and Transition Team
- Account Payable/Receivable Specialists who are capable of addressing invoice/credit rebill inquiries



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State agencies will place orders directly with the vendor creating a PRC in Finet. Agencies will return to the vendor any invoice which reflects incorrect pricing.

FINET COMMODITY CODE(S): For Agency use only

46500000000 – HOSPITAL AND SURGICAL EQUIPMENT, INSTRUMENTS, AND SUPPLIES

47000000000 – HOSPITAL AND HANDICAP EQUIPMENT AND SUPPLIES: MOBILITY, SPEECH
IMPAIRED, AND RESTRAINT ITEMS

47500000000 – HOSPITAL, SURGICAL, AND RELATED MEDICAL ACCESSORIES AND SUNDRY ITEMS

REVISION HISTORY:



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ATTACHMENT A

VENDOR'S BUSINESS INTERRUPTION PLAN

In the event of an officially declared state of emergency based on a natural disaster, Vendor will attempt to continue to supply each facility, or its nearby evacuation facilities with the medical supplies that it normally provides to the facility. Vendor's services may be delayed and reasonable and substitute goods and services may be supplied, due to the disaster and other forces beyond Vendor's control. But, Vendor will work diligently to provide its goods and services as close to normal delivery as is possible during the term of the emergency. Vendor may require that any extraordinary costs incurred to ship supplies during a state of emergency be borne by each facility. Vendor will contact the facility at the time of the emergency to coordinate arrangements for extraordinary shipping and to review options and costs before such shipments are made.

Vendor has a comprehensive written disaster recovery plan. Our technology systems are fully redundant between two separate data centers. These systems are tested semi-annually. In addition, each of Vendor's distribution centers has a Business Continuity Plan (BCP). Each BCP is tailored to respond to both natural and man-made events. Every BCP is reviewed and updated annually by the Vendor Corporate Compliance Team. Vendor has a nation-wide distribution system. In the case of a local disaster, each BCP designates alternate distribution centers and directs the notification of customers of a change in support. Local customers will be supported out of the alternate distribution center until the local distribution center's service capability has been restored.

Emergency Ordering and Delivery: Vendor agrees to offer an emergency Product ordering system during the term of this Contract. An emergency Product order is defined as one necessary for immediate and specific patient care which falls outside the normal order and delivery parameters. For emergencies that occur after normal working hours, the ordering MMCAP Participating Facility must call 800-328-8111 press option 1 and Vendor's Customer Service representative will respond to the ordering MMCAP Participating Facility's call within twelve (12) hours. The MMCAP Office agrees to work with Vendor if abusive situations related to emergency orders arise.

Emergency Order Delivery: If Vendor receives the MMCAP Participating Facility's call before 7 pm CST the order can be processed the same day if shipment is to be expedited; additional shipping charges shall apply to such order.



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KEY CONTACTS

Customer Service

Phone: 800-328-8111, option 1

Fax: 800-237-9766

Email: government.sales@mckesson.com

Contact- State level

Therese Mugge, Director Government Sales

Phone: 800-328-8111, x56133

Fax: 800-237-9766

Email: therese.mugge@mckesson.com

Contact for State Agency Department Head (DOH, DOC, HHS)

Mike McQueen, Government Sales Manager

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Contact for State Agencies (DOH, DOC, HHS)

Matt Wilbourn, Regional Manager

Phone: 559-272-6864

Fax: 800-237-9766

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Contact- Counties, cities, universities, other municipalities

Joe Louie, Regional Sales Manager

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McKesson National Distribution Centers

Primary Distribution Center
McKesson
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Denver, CO 80239

