

**COUNTY OF HIDALGO - URBAN COUNTY PROGRAM**

**Price Quotation Form**

Price Quotation Form must be submitted to Urban County for pre-approval prior to the purchase. Use additional forms as needed.

**VENDOR #1** Name: Henry Schein Person Contacted: Kenny Beehler  
 Phone #: 1-775-327-3215

Item #	Description of Items	Quantity	Price Per unit	Total Amount
1	Hematology Analyzer	1	36,746.98	36,746.98
2	No/Shipping Fee/ Free shipping	1		
3		1		
4				
5				
6				
<b>TOTAL:</b>				<b>36,746.98</b>

**VENDOR #2** Name: McKesson Person Contacted: Issac Brown  
 Phone #: 1-804-362-1803

Item #	Description of Items	Quantity	Price Per unit	Total Amount
1	Hematology Analyzer	1	37,195.00	37,195.00
2	No/Shipping Fee/ Free shipping	1		
3		1		
4				
5				
6				
<b>TOTAL:</b>				<b>37,195.00</b>

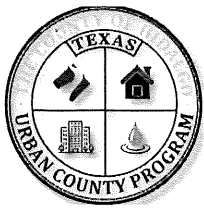
**VENDOR #3** Name: Sysmex Person Contacted: Ron Casey  
 Phone #: 1-224-543-9300

Item #	Description of Items	Quantity	Price Per unit	Total Amount
1	Hematology Analyzer	1	65,945.00	65,945.00
2	No/Shipping Fee/ Free shipping	1		
3		1		
4				
5				
6				
<b>TOTAL:</b>				<b>65,945.00</b>

Recommendation: Henry Schein- lowest quote price

Requested by:  2-28-23  
 (USE BLUE INK) Date

**UCP APPROVAL**  
 Division Manager or Director  3/14/2023  
 (USE BLUE INK) Date



# URBAN COUNTY PROGRAM

1916 TESORO ST. • PHARR, TEXAS 78577 • (956) 787-8127 FAX (956) 318-2988 • E-MAIL:ucp@co.hidalgo.tx.us

## REQUEST FOR QUOTE

### Project Name: CDBG-CV HC Health Facility Improvements

Hidalgo County Urban County Program is requesting a quote for the procurement of one (1) automated compact Hematology Analyzer that can run samples safely in closed/open mode.

All quotes must contain a price and terms of a delivery date with a validity period of at least forty five (45) days. If you are unable to provide us with a quote please indicate so in writing.

All questions or discussions on this request for quotation must be directed to:  
**Lupita V. Garcia, CDBG Division Manager.**

All quotes must be submitted no later than **Monday, February 27, 2022 by 3:00 pm**

Note: Notice of tax exempt (if selected) tax exempt form shall be provided.

Contact: <b>Lupita V. Garcia, UCP CDBG Division Manager</b>		Phone: (956) 787-8127 x 2237 Email: <a href="mailto:guadalupe.garcia@co.hidalgo.tx.us">guadalupe.garcia@co.hidalgo.tx.us</a>	
Description	Qty.	Unit Price	Extended Price
Compact Complete Blood Count + Differential analyzer with automatic rerun capabilities, throughput of more than 50 samples per hour, with a fully integrated computer, low volume specimen aspiration, tailored to small and mid-sized laboratories, low user maintenance, onboard Quality Control and calibration data storage, efficient reagent usage with easy reagent replacement, bi-directional LIS interface option, low disposal costs, rapid processing sample times, and complete with a compatible printer. Analysis parameters: WBC, RBC, HGB, HCT, MCV, MCH, MCHC, PLT, RDW-SD, RDW-CV, PDW, MPV, P-LCR, PCT, NEUT#, LYMPH#, MONO#, EO#, BASO#, NEUT%, LYMPH%, MONO%, EO%, BASO%, IG#, IG% With a 5 year service contract.	1	\$36,746.98	\$36,746.98
<b>Shipping/Freight</b>	1		
<b>Total</b>		\$36,746.98	

**Kenny Beehler**

**2-27-23**

\_\_\_\_\_  
 Representative Name

\_\_\_\_\_  
 Date

[Kenny.beehler@henryschein.com](mailto:Kenny.beehler@henryschein.com)

**1-775-327-3215**

\_\_\_\_\_  
 Email Address

\_\_\_\_\_  
 Phone



# Quote Confirmation

SHIP TO:

Hidalgo County Health Dpt  
 1304 S 25Th Ave  
 Ivan Gilberto Melendez Baez  
 Edinburg TX 785427205

Hidalgo County Health Dpt  
 1304 South 25th St  
 Attn: Accounts Payable  
 Edinburg, TX 78542-7205

BILL TO:

Hidalgo County Health Dpt  
 1304 South 25th St  
 Attn: Accounts Payable  
 Edinburg TX 785427205

ACCOUNT #	TOTAL AMOUNT
<b>861859</b>	<b>36,746.98</b>
ORDER NUMBER	ORDER DATE
<b>39120197 SQ</b>	<b>02/27/23</b>
PAGE #	
<b>1</b>	

LINE NO	ITEM CODE	UNIT SIZE DRUG CLASS	DESCRIPTION & STRENGTH	QTY. ORD SHIPPED	SHIPPING DETAILS CUSTOMER P.O.#	UNIT PRICE	EXTENSION
1	1379118	Ea PU	Hematology Analyzer XN-53 1.000	1 1	QUOTE 02/23	36,746.98	36,746.98

ACCOUNT #	TOTAL AMOUNT
<b>861859</b>	<b>36,746.98</b>
ORDER NUMBER	ORDER DATE
<b>39120197 SQ</b>	<b>02/27/23</b>
PAGE #	
<b>1</b>	



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		Email: <a href="mailto:guadalupe.garcia@co.hidalgo.tx.us">guadalupe.garcia@co.hidalgo.tx.us</a>	
Description	Qty.	Unit Price	Extended Price
Compact Complete Blood Count + Differential analyzer with automatic rerun capabilities, throughput of more than 50 samples per hour, with a fully integrated computer, low volume specimen aspiration, tailored to small and mid-sized laboratories, low user maintenance, onboard Quality Control and calibration data storage, efficient reagent usage with easy reagent replacement, bi-directional LIS interface option, low disposal costs, rapid processing sample times, and complete with a compatible printer. Analysis parameters: WBC, RBC, HGB, HCT, MCV, MCH, MCHC, PLT, RDW-SD, RDW-CV, PDW, MPV, P-LCR, PCT, NEUT#, LYMPH#, MONO#, EO#, BASO#, NEUT%, LYMPH%, MONO%, EO%, BASO%, IG#, IG% With a 5 year service contract.	1	37,195.00	37,195.00
<b>Shipping/Freight</b>	1	0.00	0.00
<b>Total</b>			37,195.00

DocuSigned by:

*Kameren Jewett*

885B012A904048D...

**Representative Name,** Kameren Jewett

GovernmentBids@McKesson.com

**Email Address**

02-21-2023

**Date**

1-833-343-2700

**Phone**

**MCKESSON***Empowering Healthcare*

McKesson Medical Surgical  
 8741 Landmark Road  
 Richmond, VA 23228  
 Bob Freeman- LES

ID: 7021423

Customer: Hidalgo County Health Department  
 Address 1: 1304 S. 25th Ave  
 City, State, Zip: Edinburg TX 78542  
 Contact: Veronica Cuate  
 Phone:

**The Term used: 5 years**

EQUIPMENT						
Site Name	EQUIPMENT	SAP_MM#	Description	Price Equip.		Equipment Net Price
Hidalgo County Health Department	Sysmex XN-530	XN-530	6 Part Diff with Autoloader	\$37,195.00		\$37,195.00
Hidalgo County Health Department				<b>Total:</b>		<b>\$37,195.00</b>
* Sysmex "No Strings Attached" Distribution Promo provides the customer 60 months of no charge service (12 month warranty + 48 additional months of no charge service) on equipment. <b>Promo expiration is March 1, 2023.</b>						

TRAINING			
Site Name	Model Number	Training Seats	
Hidalgo County Health Department	XN-530	VILT	

SERVICE							
Site Name	EQUIPMENT	Service (type) Warranty	N/C Service Warr. (mos.)	Service \$ /Year	Service Discount (%)	Net Service \$ /Year	Service \$ / 5 Year Term
Hidalgo County Health Department	XN-530	BC_Remote	* 60 Months	<del>\$8,900.00</del>	0%	<del>\$8,900.00</del>	\$0.00

* HEMA * Usage Estimate						
Site Name	Equipment	Daily CBC's	Repeat %	Shifts   Days   Weeks	Reportable Tests /Yr	
Hidalgo County Health Department	XN-530	10	5%	1   5   52	2,600	

REAGENTS Estimated XN-530				Estimated Annual:		\$5,185.27
Part No.	Reagent Description	Quantity/Yr	Unit Price	Reagent/Yr		
BJ350971	SULFOLYSER 2 x 1.5 L	4	\$144.16	\$576.64		
CF579595	CELLCLEAN AUTO 20 x 4 mL vials	3	\$26.87	\$80.61		
CV377552	Fluorocell WDF 2 x 42 mL	2	\$503.20	\$1,006.40		
DCL-300A	CELLPACK DCL 20 L	10	\$36.04	\$360.40		
ZA900001	Lysercell WDF 1 x 5 L	6	\$26.87	\$161.22		
213569	XN-L Check Controls	8	\$375.00	\$3,000.00		

**McKESSON**

.....  
February 21, 2023

Lupita V. Garcia  
CDBG Division Manager  
Hidalgo County Health Department  
1304 S. 25<sup>th</sup> Avenue  
Edinburg, TX 78542

**RE: CDBG-CV HC Health Facility Improvements Bid**

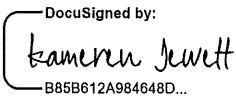
Dear Division Manager:

McKesson Medical-Surgical Government Solutions LLC (“MMSGs”) is pleased to submit the following response to the Hidalgo County Health Department (the “County”) for the procurement of one (1) automated compact Hematology Analyzer that can run samples safely in closed/open mode.

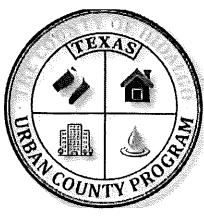
Please see the attached MMSGs Quotation. If awarded, MMSGs requests notification be provided to [Government.Bids@McKesson.com](mailto:Government.Bids@McKesson.com). Award notice should be provided prior to the contract start date to allow for standard steps that may include account number setup, item number setup, and price load.

If I can answer any questions that you may have, please feel free to contact me directly. Thank you for this opportunity and we look forward to doing business with you!

Sincerely,

DocuSigned by:  
  
B85B612A984648D...

Kameron Jewett  
Manager, State and Local Government Proposals Team  
[Government.Bids@McKesson.com](mailto:Government.Bids@McKesson.com)



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<b>Shipping/Freight</b>	<b>1</b>		
<b>Total</b>		\$65,945.00	

**Ron Casey**

**2/7/23**

**Representative Name**

**[caseyr@sysmex.com](mailto:caseyr@sysmex.com)**

**Date**

**224-543-9300**

**Email Address**

**Phone**



ID: Q-00034116

SYSMEX AMERICA, INC.  
 577 Aptakisic Road  
 Lincolnshire, IL 60069  
 800-3-SYSMEX, 800-379-7639, 224-543-9300  
[www.sysmex.com](http://www.sysmex.com)

**Equipment Purchase Option B \*\* QUOTE ONLY \*\***

GPO Hematology: Unaffiliated

Prepared Date: 2/7/2023  
 Prepared By: Ronald Casey  
 Email: caseyr@sysmex.com

**SECTION I: CUSTOMER INFORMATION (Requires Legal Name & Address)**

Bill To:

Account:	Address:	City:	State	ZIP Code:
Health & Human Services Department	1304 S 25th Ave	Edinburg	TX	78542

Ship To:

Location	Address	City	State	ZIP Code
Health & Human Services Department	1304 South 25th Avenue	Edinburg	TX	78542

The Term used in this Quote is: **60 Months**. This quote is valid for 90 days unless stated differently below in the Equipment table.

The summary provided below is intended solely as an estimate for preliminary evaluation. Actual amounts the Customer will pay under the Contract may vary significantly from amounts reflected in the below summary.

Pricing Summary Option B			
Price Component	Monthly Price	Annual Price	Final Contract Price
Equipment			\$65,945.00
Service			\$40,840.80
<b>TOTAL AMOUNT DUE (Equipment, Training, &amp; Service)</b>			<b>\$106,785.80</b>
Reagents	\$604.71	\$7,256.50	
<b>TOTAL (Equipment and Service)</b>			<b>\$106,785.80</b>

Equipment (Hardware / Software)			
Site Name	Equipment	Material #	Net Price
Health & Human Services Department	XN-550 Automated Hematology Analyzer	XN-550	\$65,945.00
Health & Human Services Department	<b>Totals:</b>		<b>\$65,945.00</b>

Training		
Site Name	Model #	Training
Health & Human Services Department	XN-550	VILT

Service				
Site Name	Service Type	Total Service Warranty (months)	Price/Year	Total Contract Price
Health & Human Services Department	XN550 BeyondCare, Remote	12	\$10,210.20	\$40,840.80

Hematology Estimated Testing Profile								
Site Name	Equipment	Daily Tests   %Diff	%Retlc	Monthly B/F   HPC	% Review   % Repeat	% Reflex ↓ WBC   Pit-F   WPC	Shifts   Days   Weeks	Reportable Tests / Year
Health & Human Services Department	XN-550 Group	2   75	0	0.00   0	0   5	1   0   0	1   5   52	520

<b>Products</b>	<b>Total Term (months): 60</b>	<b>Total Annual Price: \$7,256.50</b>
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Site Name	Equipment	Material #	Description	Qty / Year	Unit Price	Price / Year
Health & Human Services Department	XN-550	CF579595	CELLCLEAN AUTO 20 X 4 mL	3	\$30.36	\$91.08
Health & Human Services Department	XN-550	213569	XN-L CHECK; 12 x 3.0mL (3 levels)	8	\$522.50	\$4,180.00
Health & Human Services Department	XN-550	CV377552	FLUOROCCELL WDF 2 x 42 mL	3	\$569.25	\$1,707.75
Health & Human Services Department	XN-550	ZA900001	LYSERCELL WDF 5L	7	\$33.61	\$235.27
Health & Human Services Department	XN-550	BJ350971	SULFOLYSER 2 x 1.5L	4	\$163.82	\$655.28
Health & Human Services Department	XN-550	DCL-310A	CELLPACK DCL 10L	12	\$32.26	\$387.12
Health & Human Services Department				<b>Reagent Annual Price:</b>		<b>\$7,256.50</b>