



*Quality Learning and Superior Performance for All*

# PURCHASING DEPARTMENT

441 Canton Hwy.  
Phone: 770-781-6603

Cumming, GA 30040  
Fax: 770-888-0222

April 18, 2023

McKesson (MMSGs)  
1690 New Britain Ave.  
Farmington, CT 06032  
Attn: Kameron Jewett

Dear Mr. Jewett:

This is to advise you that your company has been awarded a renewal contract from our **BID# B19-16, Healthcare & Medical Equipment Discounts**. The effective date of this contract is May 1, 2023 and terminates on April 30, 2024.

This award is in accordance with the original terms and conditions of the contract and with your attached pricing to remain firm for the entire contract period.

This award letter is not an official order. If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Director of Procurement Services

# FORSYTH COUNTY SCHOOL SYSTEM

## PURCHASING DEPARTMENT



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### Forsyth County Schools, GA

#### Bid # B19-16 Healthcare & Medical Supplies Discounts

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McKesson Medical-Surgical Government Solutions LLC is pleased to offer the following discount program:

Discount: 25% off Non-Published Government Price List. Price on line will reflect the discounted price.

McKesson Medical-Surgical Government Solutions LLC ("MMSGs") does not have a published list price. For the purposes of this bid and the resulting Contract, MMSGs requests defining the term, "list price" as MMSGs' Internal (non-published) Government List Price which is a price for commercial items. Any discount offered in MMSGs' proposal does not apply to Controlled Substances. Controlled Substances may not be purchased through MMSGs.

MMSGs is able to provide a limited version of our online catalog for bid evaluation purposes. That site can be accessed at [mms.mckesson.com](https://mms.mckesson.com); however, please note that it will not display manufacturer suggested retail price, percent discount off list or vendor's discounted price to the District. If awarded, MMSGs's online catalog is available to users with a McKesson account number and a User ID / Password for SupplyManagerSM. The website is <https://mms.mckesson.com>. Once Forsyth County Schools has an established account numbers with MMSGs, this account can be used to access the on-line catalog via SupplyManager.

Freight: Standard delivery is Monday through Friday excluding holidays. Although a delivery time is not guaranteed, delivery for stock items generally occurs within 1-3 days after receipt of order. Freight is included in

Free Freight on all orders excluding, Hazardous, ship on ice and items shipped direct from the manufacturer (furniture equipment etc).

- A Hazardous materials surcharge of \$20.00 per order will be added where applicable
- A ship on ice charge of \$8.00 per order will be added where applicable

McKesson will work with Forsyth County Schools to accommodate emergency order processing requests whenever possible. Order size and time of day the request is received are factors used in determining if the request can be shipped after the standard cut-off time. Expedited delivery is possible; however, additional freight charges will be incurred. The actual price of expedited service is based on several factors such as number of boxes, weight and ship to location.

May 1, 2022 - April 30, 2023

**Your dedicated MMSGs Sales Representative is:**

Raymond Smith  
Desk Phone: 404-337-8921  
Email: [Raymond.Smith@McKesson.com](mailto:Raymond.Smith@McKesson.com)



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441 Canton Hwy.  
Phone: 770-781-6603

Cumming, GA 30040  
Fax: 770-888-0222

April 18, 2023

National Medical Supplies  
11040 Crabapple Road, Ste B  
Roswell, GA 30075  
Attn: Jo Patel

Dear Ms. Patel:

This is to advise you that your company has been awarded a renewal contract from our **BID# B19-16, Healthcare & Medical Equipment Discounts**. The effective date of this contract is May 1, 2023 and terminates on April 30, 2024.

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Sincerely:

Brad Richardson  
Director of Procurement Services

# FORSYTH COUNTY SCHOOL SYSTEM

## PURCHASING DEPARTMENT



### 3.0 BID FORM

**1. Percentage discount offered from a catalog:**

We do not offer a print catalog; all items are available online through our website.  
([www.medicalsupplygroup.com](http://www.medicalsupplygroup.com))

**2. Website discounts offered:**

20% discount on any item listed on our website. Discount to apply per line item based on current listed price as advertised on our website. ([www.medicalsupplygroup.com](http://www.medicalsupplygroup.com))

**3. Category Discounts offered:**

20% blanket discount on all categories based on the current listed price advertised on our website. Examples of such categories include:

Gloves

<https://www.medicalsupplygroup.com/c-1140-gloves.aspx>

Diagnostics & Surgical Instruments

<https://www.medicalsupplygroup.com/c-96-diagnostics-surgical-instruments.aspx>

Protection and Cleaning

<https://www.medicalsupplygroup.com/c-970-protection-cleaning.aspx>

**4. Manufacturer Discounts:**

20% blanket discount for all manufactures listed on our website based on the current listed price advertised.

Examples of such manufacturers include:

3M Healthcare:

<https://www.medicalsupplygroup.com/m-251-3m-healthcare.aspx>

Welch Allyn:

<https://www.medicalsupplygroup.com/m-48-welch-allyn.aspx>

Bard Medical:

<https://www.medicalsupplygroup.com/m-102-bard-medical-a-division-of-bd-becton-dickinson-and-company.aspx>

# **FORSYTH COUNTY SCHOOL SYSTEM**

## **PURCHASING DEPARTMENT**



**5. Local Store Discount 20%**

We have a store located at

11040 Crabapple Rd, Ste B, Roswell GA 30075

Any purchases at the store will receive an additional 20% discount.

**6. Shipping Offerings:**

Free Shipping applied to all orders .

**7. Percentage Discounts over cost:**

The product prices on our website already reflect discounted value. We advertise (1) one price per item on our website. Percentage discounts as outlined above will vary per item and will apply to the (1) one current advertised price as displayed on our website.

([www.medicalsupplygroup.com](http://www.medicalsupplygroup.com))

**8. Special services offered:**

Delivery may be available in select areas.

Expedited shipping will be made available to all Forsyth County purchase orders as inventory permits to shorten transit times

**9. Exclusions:**

Discounts as described above may not be combined with any other sale, promotion, discount, code, coupon and/or offer.



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## PURCHASING DEPARTMENT

441 Canton Hwy.  
Phone: 770-781-6603

Cumming, GA 30040  
Fax: 770-888-0222

April 18, 2023

Global Equipment Co.  
2505 Mill Center Pkwy. Ste 100  
Buford, GA 30518  
Attn: Nadine Howard-Clarady

Dear Ms. Howard-Clarady:

This is to advise you that your company has been awarded a renewal contract from our **BID# B19-16, Healthcare & Medical Equipment Discounts**. The effective date of this contract is May 1, 2023 and terminates on April 30, 2024.

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Sincerely:

Brad Richardson  
Director of Procurement Services

# FORSYTH COUNTY SCHOOL SYSTEM

## PURCHASING DEPARTMENT



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March 26, 2022

Forsyth County School System  
Brad Richardson, Director of Procurement Services  
441 Canton Highway  
Cumming, GA 30040

RE: Bid # B19-16 Healthcare & Medical Supplies Discounts

1. Percentage discount offered from a catalog: 10% \*with exclusions
2. Website discounts offered: 10% \*with exclusions at [www.globalindustrial.com](http://www.globalindustrial.com)
3. Category Discounts: 10% \*with exclusions within our Safety & Security and Medical & Laboratory Equipment categories on [www.globalindustrial.com](http://www.globalindustrial.com)
4. Manufacturer Discounts: Not applicable. We do not use manufacturer's list pricing as a starting point. Instead, we offer a competitive lower price. We are extending an additional discount to Forsyth County School System beyond our already reduced pricing.
5. Store Discounts: Not applicable.
6. Shipping Offerings: Shipping and freight charges will be reflected as prepaid and added to all quotes, orders and invoices unless otherwise indicated. Products that feature free shipping will be indicated on our website.
7. Percentage Discounts over cost: Not applicable.
8. Special services offered: Not applicable.
9. Exclusions:
  - Products already reduced for inventory reduction or promotional purposes do not qualify for the extended discount.
  - Custom and/or special order items also do not qualify for the extended discount.
  - Shipping and freight charges will be reflected as prepaid and added and do not qualify for the extended discount.
  - Our website, [www.globalindustrial.com](http://www.globalindustrial.com), is the determiner of "catalog price". Pricing on our website is fluid and changing dependent upon market conditions and possible government tariffs. While the "catalog price" may change depending upon these conditions, the discount offered will remain the same for the life of the contract.



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# PURCHASING DEPARTMENT

441 Canton Hwy.  
Phone: 770-781-6603

Cumming, GA 30040  
Fax: 770-888-0222

April 18, 2023

Medicaleshop Inc.  
87 Danbury Road, Unit #1  
New Milford, CT 06776  
Attn: Abbas Ajmeri

Dear Mr. Ajmeri:

This is to advise you that your company has been awarded a renewal contract from our **BID# B19-16, Healthcare & Medical Equipment Discounts**. The effective date of this contract is May 1, 2023 and terminates on April 30, 2024.

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# FORSYTH COUNTY SCHOOL SYSTEM

## PURCHASING DEPARTMENT



<b>Exhibit# 1 (Price List)</b>		
<b>medicaleshop.com special pricing program</b>		
<b>Forsyth County Schools</b>		
<b>(confidential document. not for public view.)</b>		
<b>Bid #B19-16</b>		
<b>Healthcare &amp; Medical Supplies Discounts</b>		
<p>We carry products from more than 200 brands. You are welcome to request quotes for special pricing on any of the products not listed on our website.</p> <p><b>*Please call us at (866) 563 6812 for Special Pricing*</b></p>		
<b>Featured Brands</b>		
<b>Brand Name</b>	<b>% Off Online Special Price</b>	<b>Free Shipping*</b>
ArjoHuntleigh	10%	Yes
Armedica	Call for Quote	Yes
Bailey	Online Special Price	Yes
Convaid	7%	Yes
Danmar	5%	Yes
Drive Medical	Online Special Price	Yes
EasyStand	7%	Yes
Hoyer	10%	Yes
Inspired by Drive	Call for Quote	Yes
Invacare	5%	Yes
Kaye	5%	Yes
Leckey	5%	Yes
Liko	5%	Yes
Lumex	Online Special Price	Yes
Prime Engineering	Call for Quote	Yes
Prospect Designs	Online Special Price	Yes
Real Designs	Online Special Price	Yes
R82	Call for Quote	Yes
Rifton	30%	Yes
Skillbuilders	Online Special Price	Yes
Smirthwaite	5%	Yes
Tumble Forms	5%	Yes
<b>Online price subject to change without notice.</b>		
<b>Please contact us for a quote on unlisted items.</b>		
<b>Bid discount offered off retail pricing or online pricing.</b>		
<b>* Free shipping does not applies to heavy duty, extra-large and over size items.</b>		

**FORSYTH COUNTY SCHOOL SYSTEM**  
**PURCHASING DEPARTMENT**



**Exhibit# 2 Deviations**

**Forsyth County Schools**

**BID #B19-16**

**Healthcare & Medical Supplies Discounts**

**Deviations**

No minimum order required.

Samples are available on request.

Hygiene Products are not returnable.

Order total below \$500, shipping fee of \$9.95 will be charged.

We strictly follow the manufacturer or distributor return and warranty policies,  
please call us for brand specific details.

If there is a significant price increase received from the manufacturer or our distributor, during the bid contract period, we will request a revision of the pricing as stated in our bid contract.

**[www.medicashop.com](http://www.medicashop.com)**



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Cumming, GA 30040  
Fax: 770-888-0222

April 18, 2023

Henry Schein  
135 Duryea Rd E270  
Melville, NY 11747  
Attn: Joanne Viggiano

Dear Ms. Viggiano:

This is to advise you that your company has been awarded a renewal contract from our **BID# B19-16, Healthcare & Medical Equipment Discounts**. The effective date of this contract is May 1, 2023 and terminates on April 30, 2024.

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Sincerely:

Brad Richardson  
Director of Procurement Services

# FORSYTH COUNTY SCHOOL SYSTEM

## PURCHASING DEPARTMENT



135 Duryea Road  
Mail Rt. E-270  
Melville, New York 11747  
(800) 851-0400 – 8am-8pm ET  
Fax Orders (877) 350-7890  
Fax Bids (866) 738-8999  
[www.henryschein.com](http://www.henryschein.com)

**Henry Schein Inc.**

### **Catalog Discount Program**

\*\* [https://www.nxtbook.com/nxtbooks/henryschein/ssnfa\\_catalog\\_2019202/](https://www.nxtbook.com/nxtbooks/henryschein/ssnfa_catalog_2019202/)

**Catalog Discount:** 18% (based on published price)

**Qualifying Catalog<sup>1</sup>:** Henry Schein Sports Medicine &  
Student Health Catalog

**Exceptions:** Gatorade High School & Youth Pkg.<sup>2</sup>  
Mueller M-Pack Packages<sup>3</sup>  
Maico Products  
Hawk Grips  
NormaTec  
Chattanooga Genysis Electrotherapy  
Epi-Pens  
Game Ready Products

- Hazardous materials are subject to Department Of Transportation Hazardous Materials handling charge of \$30.00
- Office supplies are excluded from the Catalog Discount Program
- Prescription Items (i.e. Pharmaceuticals and Vaccines) are excluded.
  - If you are interested in purchasing these products please call (800) 851-0400
- No minimum order requirement freight included for all orders over \$200.00
- Manufacturer freight charges will apply for all equipment (i.e. ice machines, furniture, etc.) and would be considered dock to dock delivery only. If inside delivery is needed, please call for arrangements and freight quote.
- All products offered in the Catalog Discount Program are subject to our Terms of Sale

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<sup>1</sup> Current year published catalog

<sup>2</sup> Quaker Oats-Pepsico, manufacturers of Gatorade, prohibits the discounting of High School Hydration packages

<sup>3</sup> Mueller Products prohibits the discounting of their M-Pack packages

\*\* Using our most recent year's searchable online catalog. Same percentage discount will apply



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Cumming, GA 30040  
Fax: 770-888-0222

April 18, 2023

Medco Supply  
25 Northpointe Pkwy, Ste 25  
Amherst, NY 14228  
Attn: Joe Daley

Dear Mr. Joe Daley:

This is to advise you that your company has been awarded a renewal contract from our **BID# B19-16, Healthcare & Medical Equipment Discounts**. The effective date of this contract is May 1, 2023 and terminates on April 30, 2024.

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Director of Procurement Services

# FORSYTH COUNTY SCHOOL SYSTEM

## PURCHASING DEPARTMENT



CORPORATE HEADQUARTERS  
25 Northpointe Pkwy., Suite 25  
Amherst, NY 14228

Main 1.800.55.MEDCO  
Fax 1.800.222.1934

medco-athletics.com

BID # EST935033

As a valued customer, Medco Sports Medicine is pleased to offer the following discounts and terms on our entire catalog of items:

**Pricing Discount:**

- Medco Owned Brands<sup>1</sup>: 25% off catalog price
- Materials and Supplies: 20% off catalog price
- Equipment (Capital) and Furniture: 15% off catalog price <sup>2</sup>
- Athletic Tape: 12% off catalog price
- Athletic Trainer Kits/Bags: 12% off catalog price

*Exceptions: The categories of items below have manufacturer mandated minimum pricing. Contact Medco Sales Support for pricing.*

- Select Treatment Furniture & other Equipment – Game Ready, Normatec, Ice Machines, Whirlpools, AEDs
- Gatorade High School Performance Packages
- Rx Items
- Medco Exclusive Products - HyperIce, SidelinER, Therm-X & Vectors by Kayezen

**F.O.B. Destination: (note exception)**

Items will be quoted F.O.B. destination for ground shipments as required by bid specifications.

<sup>2</sup> *Exceptions: Capital items may incur lift gate, inside delivery, or installation charges.*

*Certain other items may incur DOT required hazardous material fee of \$25.00.*

**Custom Orders:**

Some items on your order may be color and/or size specific. Please indicate on your order which size and/or color you desire when placing orders for tables, stools, cabinets, equipment, etc. Custom orders are non-returnable.

As always, we thank you for the opportunity to serve your organization. Any pricing inquiries may be directed to MedcoSalesSupport@MedcoSupply.com or to CustomerSupport@MedcoSupply.com for general information.

Sincerely,

Medco Sports Medicine

<sup>1</sup> **MEDCO Owned Brands:**

25% discount on MEDCO brands also includes Cramer products, Medco Pro-Trainer, Biofreeze, Theraband, Therapearl, Active Ankle, Bon Vital, and all other Medco branded items. Some restrictions may apply.





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Cumming, GA 30040  
Fax: 770-888-0222

April 18, 2023

School Nurse Supply, Inc.  
1690 Wright Blvd.  
Schaumburg, IL 60193  
Attn: Jeff Giesel

Dear Mr. Giesel:

This is to advise you that your company has been awarded a renewal contract from our **BID# B19-16, Healthcare & Medical Equipment Discounts**. The effective date of this contract is May 1, 2023 and terminates on April 30, 2024.

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Sincerely:

Brad Richardson  
Director of Procurement Services



# **FORSYTH COUNTY SCHOOL SYSTEM**

## **PURCHASING DEPARTMENT**



### **School Nurse Supply, Inc.**

P.O. Box 68968~Schaumburg, IL 60168  
Phone: 800.485.2737 • Fax: 800.485.2738

**Forsyth County Schools**

**Re: Bid #B19-16, Healthcare & Medical Supplies Discounts**

We are pleased to offer Forsyth County Schools an 11% catalog discount off our current School Nurse Supply catalog prices. Please see the following terms and additional discounts:

- Discounts offered – **11% catalog discount**
- List of exclusions from the 11% discount – **Furniture/Capital Equipment (please call for quotes)**
- Minimum order requirements - **None**
- Shipping Charges – **Free shipping on all orders over \$50.00**
- Payment terms – **Net 30**
- Contract Term – **5-1-22 through 4-30-23**
- Reference Number to include on orders: **"Bid #B19-16"** (Please reference discount on all PO's as well)
- School Nurse Supply offers a 100% satisfaction guarantee on all products and services.

If you need copies of our 2021 catalog, please call us at 1-800-485-2737 or email myself at [jgiesel@schoolnursesupply.com](mailto:jgiesel@schoolnursesupply.com). You can also view any of our products online at [www.schoolnursesupply.com](http://www.schoolnursesupply.com).

We would like to thank you for the opportunity to do business with you. Please let me know if I can be of any assistance.

Sincerely,

Jeff Giesel  
Inside Sales Representative and Bidder

School Nurse Supply, Inc.  
P.O. Box 68968  
Schaumburg, IL 60168



# FORSYTH COUNTY SCHOOL SYSTEM

## PURCHASING DEPARTMENT



### School Nurse Supply, Inc.

P.O. Box 68968~Schaumburg, IL 60168

Phone: 800.485.2737 • Fax: 800.485.2738

Certain products are excluded from catalog discounts due to various reasons including but not limited to manufacturer restrictions, special pricing already in place (sales or promotions), unknown shipping costs (due to weight or size), etc.

The following items are excluded from a catalog discount:

- Prestan Training Manikins

The following **capital equipment products** are excluded from your standard catalog discount. These items may require special setup, in-service education, and may have varying freight costs due to weight. Please call us for special discounts on these products. In some cases, the discount on these items may be greater than your standard discount:

- Furniture items and Appliances (Couches, Treatment Tables, Office Cabinets, Lockers, Barjan Curtains, Refrigerators, Medical Carts)
- Vision and Hearing screening equipment over \$1500.00

Please contact Jeff Giesel for quotes on any of the above products excluded from the standard discount at [jgiesel@schoolnursesupply.com](mailto:jgiesel@schoolnursesupply.com) or at 800-485-2737. Again, in some cases, the discount on these items may be greater than your standard discount.

Use any of four convenient ways to order:

- By Phone: 800-485-2737
- By Fax: 800-485-2738
- By Mail: PO Box 68968 – Schaumburg, IL 60168
- Website: [www.schoolnursesupply.com](http://www.schoolnursesupply.com)