

To: All Bidders  
Dental Supplies & Equipment Proposal # P06-067

From: Theodore Johnson, Buyer  
Purchasing Services

Subject: Addendum # 1 - Questions & Answers, Price Page Corrections

Date: August 11, 2006

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Addendum #1 - IFB P06-067

Q: Section 3.1.2

What kind of, if any security is in place to make sure that our whole sale costs go no further than the UMDNJ rep inspecting them - is its UMNDJ's intentions to simply have the rep perform a one time review to check our numbers against the school pricing - or are they looking to hold on to a copy of our costs during the term of the contract?

A: The integrity of the NJDS management level individual who will perform the price verifications is beyond reproach. The contractor that wins the bid will provide a copy of the pricing for all of the items in section eight (8) of the bid. These will be based on the manufacturer's school pricing. Additional items ordered from the contractor (not in section eight) are also subject to manufacturer's school pricing and a review by NJDS at any time for the duration of the contract. Since the contract pricing will be held for three years, a one time listing of items in section eight (8) will suffice. If the contract is extended, a pricing review will again take place. NJDS reserves the right to review all other cost basis for items that we purchase from the contractor.

Q: Section 3.1.5

Some manufacturers have exclusive distributorships on their products which precludes us from being a dealer. If we buy those products from an authorized dealer, will we still qualify on this requirement?

A: No, must be an authorized dealer.

Q: Section 3.2.1

How many kits per year? Please clarify how we are required to participate in the NJDS leasing program? What items are required to be in the expendable and non-returnable goods kit for freshman and sophomore students other than those listed?

A: Approximately 100 frosh and 100 sophomore kits per year. Must have at least two reps at kit distribution for frosh and one for the

sophomore distribution. This year freshman distribution takes place on August 25, 2006 while the sophomore distribution takes place on August 28, 2006. Also, as part of the leasing program, the rep must be available to assist the students during the year if there are problems with the kits or questions to be answered about the contents. No additional kit items unless requested by the faculty and approved by the Instrument and Materials Committee for the following year's kit.

Q: Section 3.2.2  
What is UMDNJ's definition of an "emergency" delivery?

A: An emergency delivery will constitute any supply item that the NJDS has consumed and needs replacement for acute patient care outside of the normal ordering and receipt schedule. This applies to parts and equipment as well.

Q: Section 3.4.1  
If we sub-contract an authorized dealer, will this suffice?

A: No, must be an authorized dealer.

Q: Section 3.4.2  
Can we use generic (no name) parts that are compatible with the equipment listed if we do not have access to the brand name parts from any one or more of the manufacturer's listed?

A: Original equipment parts are required in the bid. Generic substitute parts are not acceptable.

Q Section 3.5.4  
Again what is UMDNJ's definition of an "emergency" that would require a two hour response?

A: Any equipment that is not functioning and necessary for immediate patient care constitutes an emergency.

Q: Section 3.6.1  
Do all reports need to be available via the internet or company software - versus - giving the school access to paper reports?

A: Any equipment that is not functioning and necessary for immediate patient care constitutes an emergency.

Q: Section 3.6.3

Will the work station used be for order entry only? Will employees be entering orders into our order entry system or UMDNJ's system and then transferring the order electronically? Will the work station have internet access?

A: Order entry into your system directly. Must have internet access.

Q: Section 3.6.8

Describe the central electronic approval queue.

A: Off-site requests will be forwarded to a central approval queue where they will be reviewed. Once approved at the central approval queue, the orders will be forwarded to your company to be filled and shipped.

Q: Section 4.1.2

How long is item pricing expected to be held during this contract?

A: Prices are to be held firm for the duration of the three year contract.

Q: Section 4.16

Please expand on the additional work or projects that may be required in this contract.

A: Not Applicable

Q: Section 4.23

Can we get a copy of a "Material Safety Data Sheet" that we are required to have on file for each product and a list of the specific products in question or is it all products?

A: No, Material Safety Data sheets are not provided

Q: Section 5.1

Please explain the scoring system used to evaluate each bid?

A: The primary objective of the point scoring process is to quantify, numerically, both objective and subjective factors relative to each evaluator's findings and conclusions on each bid submitted in accordance with the weighted evaluation criteria established for this purpose.

Q: Section 7.3.4

Please explain the type of insurance you are looking to verify. In section 4.20 it states that "No Performance Bond is required"?

A: Not Applicable

#### Additional Questions

Q: What are the Terms of Payment?

A: Net 45 days

Q: If we offer a cash discount for early payment, will UMDNJ take advantage of the discount and will the payment be made within the required time period to qualify for the discount?

A: Vendors are welcome to offer discounts for early payment.

Q: What type of the flexibility is there in regards to the products and manufacturers listed within the bid, another words will the school consider allowing substitutions for products and/or manufacturers (brands) on a case by case basis. For example Brassler is a direct company that distributors do not have access to - can we offer another product line that is comparable in quality and price to fulfill those needs that Brassler would otherwise.

A: No substitutions will be allowed. The faculty and chairs of the Materials and Instrument Committee have chosen the brand names to be utilized within the NJDS. This bid reflects their decisions.

Q: I would like to request that you include all manufacturer numbers for the product list and kit list that are included in the bid. Presently there are a number of items that I would need clarified to make sure I am pricing the correct item with the manufacturer item numbers there would be no questions. Also - tomorrow can you please address the typos and some misinformation that can be found on the product list that is within the bid. For example there are products on the list that are no longer made as well products that are listed under one manufacturer that are actually made by another manufacturer (ex: Wizard Wedges are no made by TELE-G but rather by WATERPIK and Endo Ice is not made by Whaledent but rather by Hygenic). I can provide specifics if needed.

A: 1. Mr. Pearlman wanted to have all of the manufacturer's numbers listed

since he was confused about some of the items in section eight (8).. At the prebid conference we agreed to have him highlight the items in section eight (8) that he needed clarification for. There were 47 line items that were highlighted that we were to provide manufacturer's numbers.

2. Mr. Pearlman also commented that there were some typos and misinformation in section eight (8) such as products that are no longer made as well as products that are listed under one manufacturer that are made by another. He cited two examples, one being Wizard Wedges not made by Tele-G but by Waterpik and the second being Endo Ice not made by Whaledent but by Hygenic. The correct manufacturer's numbers were identified for these items and forwarded to purchasing on 8/4/06.

In addition the Dental School identified three others, Steri Wrap is not made by Banta but rather by Kimberly Clark, Red Sable Brushes are not made by Buffalo but rather by Grobet / Reliance, and Suction Tip Vented (Needles) are not made by Sherwood but rather by Kendall.

Also, two typos were corrected, one for an item from Heraeus, that being DIE-Keen which was listed as BIE-Keen and an item from J&J listed as Floss Waxed Mint 100 yards which should have been listed as 200 yards.

#### Section 8.0 Price Page Corrections

The following corrections start from Page 46 to 50 of the IFB.

AMERDS Alcohol Denatured Ethanol QT #A966-6  
AMERDS Alcohol Denatured Ethanol GAL #A966-6

Steri Wrap 24x24 Blu Cs 500 # KC 12724-57 / CS.

Brush Red Sable #000 # Grobet Reliance 3/0 - Ea.

CAULK Reprosil Hydro Hvy 50ml Grn Pk 4 # 626220-8 / Pk.  
CAULK Enhance Finishing Point Pk 40 # 624065-6 / Pk.

#### Corrections Page 47:

CAULKE GP Pts # 25 Bx 120 # 670930 / Bx.  
CAULKE Gates Glidden Drills #2 Pk 6 # 671501 / Pk.  
CAULKE Gates Glidden Drills #3 Pk 6 # 671502 / Pk.  
CAULKE Gates Glidden Drills #4 Pk 6 # 671503 / Pk.  
CAULKE Barbee Broach CRS Blk pk 10 # 689555 / Pk.

CENTRI Brenda Brush Counter Top Pk 144 # 409919 / Pk.  
CROSS HR covers Plas 10.4x14 Bx 250 # L14CP / Bx.  
CROSS Blades Carbon BD NS #25 Pk.6 # 371325 / PK.

DTS-M Square Occusal Plane # 92232 / Ea.

Corrections Page 48:

GC AMER Pattern Resin LS 1:1 Pk # 335201 / Pk.

HARAEU Die-Keen Grn 60 Gm Box 24 # 50046502 / Bx.  
HARAEU Flexitime Monophase 40ml Pk 2 # 50046502 / Bx.  
HERAEU Flexitime Monophase 40 ml Pk 2 # 66002200 / Pk.

HUFRIE Rubber Dam Clamp 14 Matte # 66012486 / Ea.  
HUFRIE Rubber Dam Clamp 14a Matte # 66012487 / Ea.

J&J Floss Waxed Mint 200 Yd # 2733 / RL.

KERR-M Temp Bond Tubes Kit #21370 / Kt.

LABSAF Glasses Norton 19- CLR # 1A-3751 C / Pr.

LANG Jet Acrylic Liz 8 oz # 1404 / Bt.

MILTEX Rubber Dam Punch MD60-868 # 76-5 / Ea.

MMM Softlex Strip CRS/Med Bx 150 # 1954 / Bx.  
MMM Crowns Poly 51 VL5 #P51 / VL.

Corrections Page 49:

NK Pip Brush Only Pk 12 # 612.0600 / Pk.  
NK Pip Packette 3 gm Pk 24 # 612.0550 / Pk.

PSS Cotton Applicators 6" Bx 100 # 23024 / Bx.  
PSS Tongue Depressors Sterile Bx 100 # 22-9998 / Bx.  
PSS Sponge/Gauze 4x4 Sterile 2's Bx 25 # 2141 / Bx

Suction Tip Vented #443 Bg 100 # 888144.3009 Kendall / Bg.

Tele-G Toffl Bands #1 .0015 Pk 36 # 34578-9 / Pk.  
Tele-G Wizard Wedge Asst Pk 500 # 061215-000 / Bx.

WHALED Wax Bite Wafer Plain Yel Bx 50 # H00839 /Ea.  
WHALED Endo Ice Grn Spray 6 oz # h05032 / Ea.  
WHALED Rubber Dam 6x6 Grn Med Pk 36 # H02147 / Pk.  
WHALED Ora-Shield Napkins Holder Sz 50 # h00841 / Bx.  
WHALED Wedjets Sm Yel With Dispen 7" #H06522 / Ea.  
WHALED Flexi-Dam Non-Latex Prp Bx 30 # H09945 / Bx.  
WHALED Hyflex Finger Spreader 25mm F # H07704 / Pk.

Corrections Page 50:

WHALED Flexibole Lg 600 CC # H00565 / Ea.

WHIPM Learn-A-Prep 11Kt #9683 Pk 10 # 9683 / Bx.

**END OF ADDENDUM #1**