

University of California Health Request for Proposal

for

Remote Blood Pressure Monitoring

RFP# UCH-MH0421

Release Date: April 23, 2021

Due date: May 24, 2021

No later than 9:00am PDT

Contact: Mandy Huyler

e-mail: mandy.huyler@ucop.edu

Important dates:

RFP posted for public viewing and mailed to prospective bidders	April 16, 2021
Question and Answer Period	April 16-23, 2021
RFP response submission deadline	May 17, 2021 no later than 9:00am
Vendor Demonstrations (if desired by UCSDHS)	June 2021

Attachments:

- Attachment 1 – Product information and Specifications (Excel document)
- Attachment 2 – Intent to Respond Notice and Request for Clarification(s) (.pdf form)

Associated Documents on RFP webpage:

- [UC Business Associates Agreement \(HIPAA\)](#)
- [UC Data Security Appendix](#)
- [UC Terms and Conditions of Purchase](#)
- [UC Policy on Sustainable Practices](#)

Request for Proposal #UCH-MH0421

Remote Blood Pressure Monitoring Systems

I. PROJECT OVERVIEW

University of California Health (UC Health) is requesting manufacturers and sellers of Blood Pressure Devices that are capable of integrating with the Epic electronic medical record system to submit proposals in response to this Request for Proposal (hereafter referred to as "RFP").

Specifically, UC Health seeks to identify qualified vendors to provide the products and services necessary for remote monitoring of a patient's blood pressure through Epic.

The goal is for UC Health to create a multi-site pilot program that aims to improve blood pressure control across UC Health using remote blood pressure monitoring. The initial purchases will be for a pilot program of up to 300 devices that, if successful, will be offered to additional patients, requiring up to 600 total devices. This program has the potential to expand to more patients beyond the pilot phase.

II. ADMINISTRATIVE REQUIREMENTS

A. Issuing Office and Communications Regarding the RFP

The UC Health Strategic Sourcing Department is issuing this Request for Proposal and any subsequent addenda to it. The UC Health Strategic Sourcing Department is the sole point of contact regarding all procurement and contractual matters relating to the requirements described in this RFP, and is the only office authorized to change, modify, clarify, etc., the specifications, terms, and conditions of this RFP and any contract(s) awarded as a result of this RFP.

All communications, including any requests for clarification concerning this RFP should be addressed in writing to:

Mandy Huyler
UC Health Strategic Sourcing Manager for Patient Care Products
E-mail: mandy.huyler@ucop.edu

All inquiries and requests for clarification regarding this RFP must be submitted in writing using the form provided in the attachments. This must be done by email to the University Contact. Questions are due by the date specified in the RFP Schedule above.

All inquiries shall include:

- **RFP #UCH-MH0421 number must be included in the subject line**
- your company name, address, contact name and phone number
- clear and concise question(s) which reference specific section(s) or requirement(s) in the RFP

A list of all questions received by the University (without identifying the source of the question) and the corresponding University responses will be distributed by email to all who have submitted the Notice of Intent to Submit Proposal. The question and answer (Q & A) listing will also be posted on the UCLA webpage described below.

The University of California maintains a publicly available website, where all official RFP documents, updates, modifications, and questions and answers are posted and available on a 24-hour-a-day basis. Please check this website frequently throughout the process to be certain that your company is aware of all relevant updates and documents:

www.purchasing.uclahealth.org (click on “Info for Vendors” -> “Bidding on Jobs” -> “Hospital Bids”)

The University of California Strategic Sourcing Department may issue addenda or amendments to the RFP if and as necessary prior to the deadline for submission of quotations and, at its own discretion, may extend the deadline. Any such addenda or amendments will be sent by email to those who submit a Notice of Intent to Submit Proposal and will also be published on the UCLA webpage shown above. Amendments will be clearly marked as such, numbered consecutively, and shall be made part of this RFP. **It is the bidder’s responsibility to check the UCLA bid posting web page for any and all RFP addenda, amendments, etc. prior to submitting a quotation.**

Except as stated in the above paragraph, no one is authorized to amend any part of this RFP either in writing or by oral statement.

B. RFP Schedule and Deadlines

Suppliers interested in submitting Proposals in response to this RFP shall do so according to the following schedule (all indicated times below are Pacific Daylight). This schedule is subject to change according to the needs of the University.

EVENT	TIME (PDT)	DATE
RFP Issue Date	---	April 16, 2021
Last day for Bidders to submit Intent to submit proposal and requests for clarification	noon	April 23, 2021
UC Health’s response to requests for clarification of RFP	---	April 30, 2021
Deadline for Vendor’s Proposal	9:00 am	May 17, 2021
Vendor Presentations (if required)	Month of	June 2021
Approximate award date	Month of	July 2021

Responses received after the closing date and time will not be considered in the RFP evaluation process.

C. Qualification Standards

Respondents must be able to demonstrate their current capability and possess a record of successful past performance in providing substantially similar products and/or services as those specified in this RFP. Accordingly, prospective Respondents must conform to the following minimum qualification standards and provide the required information in order to be considered for award.

- Respondents must possess all trade, professional, or business licenses as may be required in order to complete the work specified in the RFP.
- Respondents must comply with the Health Insurance Portability and Accountability Act of 1996 (“HIPAA”) that establishes new privacy rules for the protection of patient health information. Among other things, the HIPAA Privacy Rule imposes specific security and confidentiality rules relating to individually identifiable, protected health information (“PHI”) in written, electronic or oral formats.
- The vendor shall provide an electronic copy of its standard service agreement (if available) with its RFI response.
- The vendor shall provide an electronic copy of its standard software license agreement (if available) with its RFP response.
- The vendor shall provide an electronic copy of any applicable software maintenance agreement (if available) with its RFP response.
- If the vendor has previously negotiated a services or software license or Business Associates agreement with any UC Health system, this shall be included in the response.
- Vendor must comply with University procurement and contractual guidelines and must agree that their responses to this RFP may be incorporated into the contract negotiated with University.
- Respondents must have the ability to obtain the necessary insurance (ref.: the University of California Terms and Conditions of Purchase, Appendix A (see related documents)).
- CONTRACTOR represents and warrants to UC Health that CONTRACTOR and CONTRACTOR's representatives are not: (1i) currently excluded, debarred, or otherwise ineligible to participate in the Federal health care programs as defined in 42 U.S.C. Section 1320a-7b-(f) (the "Federal health care programs") and/or present on the exclusion database of the Office of the Inspector General ("OIG") or the Government Services Administration ("GSA"); (ii) convicted of a criminal offense related to the provision of health care items or services but have not yet been excluded, debarred, or otherwise declared ineligible to participate in the Federal health care programs; (iii) under investigation or otherwise aware of any circumstances which may result in CONTRACTOR's or any of CONTRACTOR's representatives being excluded from participation in the Federal health care programs and/or being included on the OIG and/or GSA exclusion database; (iv) debarred, suspended, excluded or disqualified by any Federal governmental agency or department or otherwise declared ineligible from receiving Federal contracts or federally approved subcontracts or from receiving Federal financial and nonfinancial assistance and benefits; and/or (v) under investigation or otherwise aware of any circumstances which may result in CONTRACTOR or any of CONTRACTOR'S representatives being debarred, suspended, excluded or disqualified by any Federal governmental agency or department or being excluded from receiving any Federal contracts or subcontracts or participating in any Federal financial and nonfinancial assistance and benefits. This shall be an ongoing representation and warranty during the term of this Agreement and CONTRACTOR shall immediately notify UCLA of any change in the status of any of the representations and/or warranties set forth in this Section. Any breach of this Section shall give UCLA the right to terminate this Agreement immediately for cause.
- BEFORE ASSIGNING ANY EMPLOYEE TO ENTER UC PREMISES IN CONNECTION WITH ANY ORDER, THE CONTRACTOR SHALL CONDUCT THE BACKGROUND CHECKS LISTED BELOW. AS INDICATED IN UC'S

AGREEMENT(S) WITH THE CONTRACTOR, CERTAIN FINDINGS PURSUANT TO THE BACKGROUND CHECKS MUST BE REPORTED TO THE UNIVERSITY OF CALIFORNIA AND WILL RESULT IN THE EMPLOYEE'S BEING UNABLE TO PERFORM WORK AT A UC SITE. AN ACCEPTABLE BACKGROUND SCREEN SHALL CONSIST OF THE LAST 7 YEARS RESIDENCE AND EMPLOYMENT VERIFICATION AND CRIMINAL CONVICTION RECORDS INVESTIGATION CONDUCTED BY ONE OF THE SPECIFIED 3RD PARTY AGENCIES APPROVED BY THE UNIVERSITY OF CALIFORNIA. A CRIMINAL CONVICTIONS RECORDS INVESTIGATION SHALL CONSIST OF A RECORDS SEARCH (DOCUMENTED BY A WRITTEN REPORT RETAINED BY THE CONTRACTOR OF THE RESULTS OF SUCH SEARCH) BY THE APPROPRIATE LAW ENFORCEMENT OR OTHER LOCAL OR STATE AGENCY IN EACH LOCATION IN WHICH THE EMPLOYEE HAS RESIDED AND WORKED IN AT LEAST THE SEVEN YEARS PRECEDING THE DATE OF THE CRIMINAL CONVICTION RECORDS INVESTIGATION. A PERSON CONVICTED AS AN ADULT OF ANY ONE OF THE FOLLOWING SHALL NOT PERFORM WORK ON UC PREMISES: MURDER; MANSLAUGHTER; KIDNAPPING; RAPE; SEXUAL BATTERY OR GROSS SEXUAL IMPOSITION; DOMESTIC VIOLENCE; ASSAULT; ARSON; ROBBERY; BURGLARY; THEFT; EMBEZZLEMENT; FRAUD; DRUG POSSESSION, MANUFACTURING OR TRAFFICKING. A PERSON CONVICTED AS AN ADULT OF ANY FELONY, CONVICTED OF ANY FELONY, CONVICTED OF MORE THAN ONE MISDEMEANOR IN THE PREVIOUS TWO YEARS, OR CONVICTED OF MORE THAN FIVE MISDEMEANORS IN THE PREVIOUS SEVEN YEARS SHALL NOT PERFORM WORK ON UC PREMISES. UC MAY REQUIRE PERSONS, BEFORE ENTERING UC PREMISES, TO COMPLETE A CRIMINAL CONVICTIONS QUESTIONNAIRE. IN THE EVENT THAT UC HAS GROUNDS TO BELIEVE THAT AN EMPLOYEE OF CONTRACTOR HAS FALSIFIED THE CRIMINAL CONVICTIONS QUESTIONNAIRE IN ANY WAY, SUCH PERSON SHALL NOT PERFORM WORK ON UC PREMISES. UC RESERVES THE RIGHT, AT ITS DISCRETION, TO REQUEST FROM SUPPLIER DOCUMENTATION OF THE COMPLETION OF A CRIMINAL CONVICTIONS RECORDS INVESTIGATION FOR ANY EMPLOYEE ASSIGNED TO WORK ON UC'S PREMISES. THE CONTRACTOR'S FAILURE TO HAVE COMPLETED A CRIMINAL CONVICTIONS INVESTIGATION OF ANY OF ITS EMPLOYEES IN ACCORDANCE WITH THIS CLAUSE SHALL BE GROUNDS FOR IMMEDIATE EXPULSION OF THE CONTRACTOR FROM UC PREMISES AND UC SHALL HAVE THE RIGHT TO TERMINATE FOR DEFAULT ALL ORDERS.

In addition to the information required above, University may request additional information either from the Respondent or others, to verify the Respondent's ability to successfully meet the requirements of this RFP.

D. Instructions for Submitting Proposals

Bidders are required to respond to this RFP by completing the templates provided under **Attachment 1**. Bidders may submit proposals for multiple solutions, however each solution (product) must have its own bid response. Bidders may provide additional information if they believe that such additional information will enhance their proposals. However, over elaborate presentations are not desired and discouraged. Additional information shall be attached at the end of the vendor's proposal.

RFP responses are to be submitted by e-mail to:

Mandy.Huyler@ucop.edu,

RFP #UCH-MH0421 number must be included in the subject line.

Proposals must be received prior to the Proposal Submission Deadline shown in the above RFP Schedule. **Late proposals or drop box submissions will not be accepted.** It is suggested that your proposal be followed up by a confirmation e-mail to ensure it was received. In the case of large files, a drop box location will be provided for you to submit your response.

The vendor shall provide submissions in editable MS Word/Excel format and protected PDF format.

E. Proposal Format and Required Submittals

Proposals must contain all required submittals and provide a complete response to all requirements stated in the RFP. Proposals should be prepared simply and economically, providing a straightforward, concise description of the bidder's capability to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.

Proposals should be organized in the format and order presented below:

1. Proposal Cover Letter: A cover letter must be included with the response. The cover letter shall specify at a minimum, the solution(s) or product(s) being submitted. A company representative who is duly authorized to commit and respond on behalf of the company must sign the cover letter. The submission of a signed proposal will confirm understanding and acceptance of all requirements, terms, and conditions of the RFP unless specific exceptions are requested and alternative provisions are offered.
2. Executive Summary: This section should present an introduction and general description of the company's background, nature of business activities, and experience relevant to this RFP. This section should also provide a statement of the Bidder's understanding of the major objectives of the RFP. The overview should contain a brief summary of the Bidder's approach to fulfilling the requirements, including a description of the salient features and distinctive merits of the proposed products and/or services. The summary should be readily understandable by non-technical persons at the management level and should be no more than three pages in length.
3. Response to the requirements: Bidders are to provide a complete response to each of the product and/or service requirements specified in this RFP by completing the specification requirements on **Attachment 1** in order to demonstrate the Bidder's capability of fulfilling the stated requirement.

Proposal responses must follow the order and format of the requirements presented in the RFP for ease of evaluation.

If the Bidder cannot perform any part of the work as specified, this must be clearly stated in the proposal. Responses should indicate any deficiencies, enhancements, or other differences that exist between the proffered products and services and those that the University has described in its specifications.

After responding to each of the RFP requirements, bidders may present alternate and innovative approaches to meeting the requirements that may result in greater efficiency or cost savings to the University. These must be clearly identified.

4. Additional submittals: Includes any other required or supplemental information such as:
 - Sample Subscription, License Agreement or Maintenance/Support Agreement, as applicable, for the University's consideration.
 - Supplemental information Bidders wish to provide such as product literature, alternative solutions etc.
 - Your organization's sustainability statement.
5. Cost Proposal: Bidders must provide a cost proposal including all mandatory and optional products and fees to implement the solution. All costs and fees must be itemized. At a minimum, it must include
 - the cost of the device

- any associated software (patient facing and clinician facing)
- implementation fees
- Epic interface fees (up to 4 instances)
- Epic integration fees (up to 4 instances)
- shipping of devices with two options:
 - delivery directly to the patient as requested by the University
 - delivery to up to 5 University of California locations

Incomplete proposals are subject to disqualification, however, the University reserves the right at its sole discretion, to require the Bidder to supply any missing information, with the exception of Cost Proposal data, which cannot not be included or amended after the proposal due date. Proposals must be accurate; errors or omissions of a material nature will result in rejection of a proposal.

F. Evaluation of Proposals and Method of Award

The contract resulting from this RFP, if any, will be awarded to the responsive and responsible Bidder offering the greatest benefit to the University, as determined by University, when considering technical suitability for intended University purpose, supplier performance potential, and total cost, (including trade and prompt payment discounts, available volume discounts, shipping and other miscellaneous charges).

Proposals will be examined by a University evaluation team and scored using a best value point system. The intent of the evaluation process is to determine, through application of uniform criteria, how effectively the proposed products and/or services satisfy the University's requirements. In addition to material provided in the proposal, the evaluation team may utilize site visits, or may request oral presentations, additional material, information, or references from the Supplier and others. The evaluation team will assign quality point scores to each proposal using the criteria listed below. The points assigned by evaluators will be added together to determine the total quality points for each proposal. The total quality points will then be divided by the total proposed cost to determine the proposal offering the lowest cost per quality point.

Proposals must meet or exceed 50% of the total possible quality points in order to be considered for award. Any proposals that are found to be administratively or technically non-responsive are subject to immediate disqualification.

Factors that will be used to evaluate proposals for quality points include:

- Ease of use
- Equipment
- Services, including the Epic integration and maintenance
- Sustainability
- Overall bid response (i.e. compliance with RFP instructions, completeness, exceptions to terms, conditions or specifications)
- Price

The evaluation process may occur in two phases at the option of the University. If the option is taken, a preliminary cost per quality point analysis will be conducted to determine a list of finalists. The University will then conduct further evaluation of the finalists which may a presentation to the evaluation committee, requests for additional information, interoperability tests, and other means to further determine the Bidder's capabilities. A final quality point evaluation will then be done that includes the additional information obtained from these presentations and other sources.

The proposal offering the best value to the University will be recommended for award. Should the Bidder with the proposal offering the best value refuse or fail to accept the tendered purchase contract, the award may be made successively to the Bidder with the second lowest cost per quality point, or then to the third in the event of further failure to accept.

Exceptions taken in bids, or irregularities therein, may be negotiated with or corrected by the bidder involved provided that, in the judgment of the University, such action will not negate fair competition and will permit proper comparative evaluation of bids submitted. The University's waiver of an immaterial deviation or defect shall in no way modify the RFP documents or excuse the bidder from full compliance with the Request for Proposal specifications in the event the contract is awarded to that bidder.

The University reserves the right to apply to any contract resulting from this RFP the terms and conditions contained in any pre-existing master agreement between the University and the successful bidder.

The University reserves the right to accept or reject any or all bids, make more than one award, or no award, as the best interests of University may appear. Any contract awarded pursuant to this RFP will incorporate the requirements and specifications contained in the RFP, as well the contents of the bidder's proposal as accepted by the University.

G. Restriction on Communications

Except for the University contact designated in this RFP, Bidders are not permitted to communicate with University staff regarding this solicitation during the period between the Request for Proposal issue date, and the announcement of awards, except during:

- The course of a Bidders' conference, if conducted;
- Oral presentations and site visits, if conducted.

If a Bidder is found to be in violation of this provision, the University reserves the right to reject the bid.

H. Rejection of Bids

The University reserves the right to reject bids that are non-responsive, including, without limitation, bids which contain the following defects:

- Late or incomplete bids;
- Failure to conform to the rules or requirements contained in the RFP;
- Failure to sign the bid;
- Misrepresentation of current experience or capabilities;
- Proof of collusion among bidders, in which case all proposals involved in the collusive action will be rejected;
- Noncompliance with applicable law, unauthorized additions or deletions, conditional bids, or irregularities of any kind which may tend to make the bid incomplete, indefinite or ambiguous as to its meaning;
- Provisions reserving the right to accept or reject an award, or to enter into a contract containing terms and conditions that are contrary to those in the solicitation;

I. Proposal Preparation Costs

The University will not be responsible under any circumstances for any costs incurred by the respondents in the generation and submission of responses, site visits, presentations, documentation, or marketing literature.

J. Disclosure of Records

All bids, supporting materials, and related documentation will become the property of the University.

This RFP, together with copies of all documents pertaining to any award, if issued, shall be kept for a period of five years from date of contract expiration or termination and made part of a file or record which shall be open to public inspection. If the response contains any trade secrets that should not be disclosed to the public or used by University for any purpose other than evaluation of your approach, the top of each sheet of such information must be marked "CONFIDENTIAL INFORMATION". All information submitted as part of the bid must be open to public inspection (except items marked as trade secrets and considered trade secrets under the California Public Records Act) after the award has been made.

Should a request be made of University for information that has been designated as confidential by the bidder and on the basis of that designation, University denies the request for information; the bidder shall be responsible for all legal costs necessary to defend such action if the denial is challenged in a court of law.

K. Bid Validity Period

"Validity Period" as used in this provision, means the number of calendar days available to the University for awarding a contract. All bids shall remain valid offers open for University acceptance for a minimum of 120 days following the Request for Proposal closing date.

L. Post-qualification & Site Visit

All proposals submitted from bidders who have not been pre-qualified as a supplier to the University will be subject to post-qualification. Qualified status is based on such factors as financial resources, past performance with the University of California, delivery capability, experience, organization, personnel, technical skills, operations controls, equipment, warehouse facilities, quality control, and other related factors which may be an indicator of a supplier's ability to perform.

M. Insurance Requirements

If work is to be performed on University premises, supplier(s) shall furnish a certificate of insurance acceptable to University (Ref.: University of California Terms and Conditions of Purchase). All certificates shall name the Regents of the University of California as an additional insured. The certificate must be submitted to the Procurement Department prior to the commencement of services. Certificates of insurance must be delivered to:

Mandy Huyler
Mandy.Huyler@ucop.edu

N. Audit Requirements

Any agreement resulting from this Request for Proposal shall be subject to examination and audit by University and the State of California for a period of three (3) years after final payment. The examination and audit shall be confined to those matters connected with the performance of the agreement, including but not limited to, the costs of administering the agreement.

O. Marketing References

The successful Bidder shall be prohibited from making any reference to the University, in any literature, promotional material, brochures, or sales presentations without the express written consent of the University of California Public Information Office.