

**Clinical Value Analysis & Decision Support Solution Selection**

**REQUEST FOR PROPOSAL**

<b>DATE ISSUED:</b>	6/11/2026
<b>RESPONSE DUE DATE:</b>	6/25/2026

**REQUEST FOR PROPOSAL**  
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## **I. GENERAL PROCESS, TERMS AND CONDITIONS**

### **1. Introduction and Purpose**

The University of Maryland Medical System ("UMMS"), and/or its affiliates (collectively referred to herein as "UMMS"), invites you to submit a Proposal for Clinical Value Analysis & Decision Support Solution (the "Products") in accordance with this Request for Proposal (RFP) dated, 6/11/2026, including attachments, incorporated herein by reference. Please see the attached Microsoft Excel Workbook with instructions.

The University of Maryland Medical System (UMMS) was created in 1984 when the state-owned University Hospital became a private, nonprofit organization. It has evolved into a multi-hospital system with academic, community and specialty service missions reaching every part of the state and beyond.

UMMS is a national and regional referral center for trauma and spine, cancer care, neurocare, cardiac care, women's and children's health and physical rehabilitation. It also has one of the world's largest kidney transplant programs, as well as scores of other programs that improve the physical and mental health of thousands of people daily.

The Medical System has 28,000 employees, approximately 2,500 licensed beds, 95,000 annual hospital patient admissions and 1.3 million annual outpatient visits.

UMMS is seeking to reduce supply expense while maintaining the highest standards for product quality that meet our clinical requirements. This RFP will enable UMMS to lower supply costs by awarding the business to the vendors who meet clinical, safety, financial, technology, service, and legal requirements. UMMS reserves the right to negotiate final terms and conditions.

**Only UMMS System Contracting personnel may obligate UMMS in this process.**

### **2. RFP Selection Process**

The decision will be based upon clinical needs and preferences of UMMS nurses, physicians, stakeholders, and financial analyses.

Basis of award of a Contract is a complete description and/or definition of equipment or services proposed, and compliance with all administrative requirements of this RFP. UMMS may award a contract or contracts resulting from this solicitation to the most responsive and responsible Bidder or Bidders whose proposal, conforming to the solicitation, will be most advantageous to UMMS.

UMMS may elect at its option:

- a. Accept Vendor's proposal response in whole or in part or to reject any or all proposals if such rejection is in UMMS' best interest.
- b. Accept other than the lowest cost proposal.
- c. Waive at its option, informalities and minor irregularities in proposals as received.

All costs associated with the preparation of the Proposal, as well as any other related materials and delivery, will be borne by the bidder. UMMS will not be responsible for said costs in any event, including, but not limited to, termination of the project in whole or in part, rejection of any Proposals as non-responsive, or rejection of any Proposals as non-responsible.

UMMS reserves the right to change the terms and conditions, or equipment specifications of the RFP.

### 3. Inquiries

All inquiries concerning any of the information included within this RFP shall be directed to the following email address [Gabrielle.Gaston@umm.edu](mailto:Gabrielle.Gaston@umm.edu) **via email no later than 5:00 pm Eastern Time on 6/18/2026.**

Questions will all be answered in writing and distributed to all invited bidders.

Beyond this, bidders may **not** contact UMMS employees, board members or trustees, subcontractors, agents or affiliates regarding this RFP without the express prior written approval of UMMS. Any respondent that attempts to contact any UMMS personnel directly during this period will be in violation of this restriction and may be disqualified.

To expedite UMMS responses, please label questions with the following categories:

- General Business Terms
- Service & Maintenance
- Contracting or Legal
- IT
- RFP Process or Timeline
- Training
- Product Functionality

Questions will all be answered in writing and distributed to all invited vendors.

### 4. Contract Terms

Successful Vendors will provide the equipment, products and/or services for a term of **three (3) years, with two (2) one-year (1) extension options**, which may be exercised at UMMS' discretion. If the option years are mutually elected, then pricing shall be firm.

### 5. Submission of Proposals

Vendor's response to this RFP shall be applicable in its entirety to the University of Maryland Medical System, its affiliates and subsidiaries, and any facility that may be acquired in the future. All documentation submitted to UMMS System Contracting shall become the property of UMMS upon receipt.

**Vendors are required to submit their proposal documents electronically.**

**EMAIL TO:** [Gabrielle.Gaston@umm.edu](mailto:Gabrielle.Gaston@umm.edu)

Respondents can expect an emailed acknowledgement of receipt within an hour of receipt (during business hours) on the due date. Please watch for this acknowledgement email, if you don't receive this acknowledgment, your response may not be received by the deadline. UMMS emails will not be able to accept attachments totaling 10MB or higher or .zip files for security reasons.

**Late Proposals may not be accepted. Failure to submit your company's proposal may result in lost business at the University of Maryland Medical System.**

### 6. Presentation, Accuracy and Format

Proposals must be typewritten, clear, concise and complete.

### 7. Signature/Consent/Timetable

By submitting the RFP, Vendor consents to all terms and conditions herein.

No other proposal forms, or terms and conditions inconsistent with or additional to those herein will be considered by UMMS unless such inconsistency or addition has been identified as an attachment for UMMS consideration.

#### **Tentative Timetable:**

Please note that dates provided here are subject to change by UMMS. Response due date changes will be communicated through the same method as publishing the RFP, although timeline for decision may be subject to change without notice.

<b>Description</b>	<b>Dates</b>
Request for Proposal Issued	6/11/2026
Vendor Questions Due To UMMS (If Applicable)	6/18/2026
Vendor Proposal Due, Inclusive of Pricing and Attachments	6/25/2025
Vendor Demonstrations Expected	08/2026

#### **8. Release from Pre-existing Obligations**

Vendor agrees to honor existing Agreements with respect to the equipment described herein, including pricing, throughout the RFP process. Upon award, Vendor agrees to release Purchaser and UMMS entities from all pre-existing contract obligations with your company with respect to the equipment described herein.

#### **9. Price Protection/ Loaner Fees and Upcharges Prohibited**

Pricing Schedules offered in this RFP are to be firm until acceptance. Upon acceptance of this RFP the pricing schedule shall remain firm for the Term of agreement. If the contract is extended for any additional years, pricing for subsequent years shall remain firm.

UMMS will not pay for loaner fees or upcharges. If loaners are required, vendor shall provide at no additional charge.

#### **10. Returns/Exchanges for Expired or Expiring Items**

UMMS will require selected vendor to perform returns and/or exchanges for expired or expiring items at no additional handling charge. Standard shipping fees shall be exempt.

#### **11. Fill Rate Requirements**

UMMS will require selected vendor to provide a fill rate of equipment/products > 98%. In the event vendor cannot meet the fill rate due to product shortage, vendor will make a reasonable attempt to provide UMMS with a clinically suitable alternative product. The substitute product will require UMMS pre-approval and be charge by the vendor to UMMS at the same price as the unavailable product.

#### **12. Certifications**

Vendor will maintain and provide all applicable certifications required by The Joint Commission (TJC), including but not limited to: all FDA registration requirements for establishments which manufacture equipment/medical devices.

#### **13. New Technology**

If, during the term of the Agreement, Vendor develops, introduces and/or markets any new product or equipment and/or breakthrough technology that has not been developed, introduced or marketed as of the effective date of this Agreement, then Vendor agrees that such new product and/or breakthrough technology shall be offered to Purchaser as the equipment are released and if accepted by Purchaser, included under the terms of this

Agreement. Vendor guarantees that such product and/or technology will be sold to Purchaser at competitive market prices.

Vendor agrees that if during the term of this Agreement, Vendor develops, introduces and/or markets a “new” and/or “breakthrough” product that replaces one of more Goods, Vendor will exchange such Goods with such “new” or “breakthrough” equipment at the same cost hereunder. The costs of replacement of such Goods shall be included under the terms of this Agreement.

#### **14. Group Purchasing Organization (GPO) and other Agreements**

UMMS is a current member of Vizient and S3P (a Vizient aggregation network). The Vendor shall identify any contract that relates to the subject of this RFP they currently hold with the aforementioned GPO and/or S3P. UMMS reserves the right to access a GPO and/or S3P contract and/or to renegotiate prices on items covered under such contracts which subsequently become available to UMMS after award or during contract period of this RFP. Vendor also agrees to report all sales under this Agreement as sales under the GPO and/or S3P agreement for the purposes of calculating administrative fees and other benefits provided to UMMS under those agreements.

In the event UMMS selects a currently awarded Vendor under a Vizient Agreement, UMMS and Vendor will execute a Vizient Agreement Overlay with enhanced pricing.

In the event of a price decrease, or should Vendor at any time, during the life of this Agreement, offer the same equipment through UMMS’s GPO and/or S3P at prices below those stated herein, Vendor will immediately extend such lower prices to UMMS through this Agreement.

#### **15. Payment Terms**

UMMS welcomes Vendors to propose alternative payment term or prompt pay discounts as part of the competitive bidding process.

#### **16. No Warranty or Representation: Errors & Omissions**

Prospective vendors shall not take advantage of any apparent errors or omissions in the Request for Proposal documents. If any errors or omissions are discovered, a vendor shall notify UMMS immediately.

#### **17. Conflict of Interest**

UMMS requires full disclosure of any conflicts of interest that may apply to all physicians, clinical professionals and administrators that conduct business at the hospitals. Vendors must demonstrate appropriate professional demeanor by eliminating direct contact with UMMS physicians during the competitive bidding process. All communication related to this Request for Proposal must be limited to the contact(s) provided in [Inquiries](#) above.

#### **18. Disclosure – Vendor’s Alignments with UMMS Employees**

Vendor shall disclose, in clear, unambiguous language and terms, any prior, existing or planned arrangement, interest or financial stake in Vendor’s business by any UMMS employee, including members of the medical staff, staff, or family members of UMMS employees. This disclosure shall include the nature, type, and equivalent amount of any remuneration, whether in whole or in part, provided to any employee, staff member, or family member. If there are none, Vendor shall state in response to this RFP that there are none.

## **II. UMMS CONTRACTING STANDARDS AND CONDITIONS**

By submitting a proposal, each vendor acknowledges and agrees that participation in this procurement requires acceptance of UMMS' standard Master Agreement form as the governing contract framework. Use of the UMMS Master Agreement template is a condition of bidding.

Vendors may identify requested modifications or exceptions in their proposal response; however, all negotiations and redlines will occur solely against the UMMS Master Agreement template. UMMS will not consider vendor-supplied contract forms.

UMMS requires that pricing proposals and draft Statements of Work be sufficiently detailed and aligned upon during the RFP process to allow UMMS to make informed and financially responsible award decisions. Vendors may be asked to provide clarifications or adjustments to ensure alignment with UMMS' budgetary parameters and scope requirements prior to award.

Final terms and conditions of the UMMS Master Agreement will be negotiated post-award as part of execution of the Master Agreement and any associated Statements of Work or Order Forms. Vendors are expected to collaborate in good faith during this process. Failure to reach mutually acceptable terms within a reasonable timeframe may result in UMMS rescinding the award and proceeding to another bidder.

UMMS reserves the right to reject any proposal that includes material deviations from UMMS' baseline terms and conditions. Material deviations may be deemed a failure to reach mutually acceptable terms and may disqualify the bidder from further consideration. Baseline terms and conditions include but are not limited to:

- Compliance with all applicable healthcare privacy and security laws (including HIPAA, where relevant)
- Audit rights
- Information security and data protection obligations
- Business Associate Agreement requirements, where applicable
- Indemnification
- Insurance
- Governing law and venue
- Confidentiality
- Termination rights
- Prohibitions on automatic renewal provisions
- Limitations on annual price increases
- Limitations of liability that are reasonable and commensurate with the risks associated with the goods or services being provided, including but not limited to handling protected health information, delivery of technology solutions, or provision of professional services in a healthcare environment

### III. SPECIFIC EQUIPMENT/SERVICE SPECIFICATION

#### 1. General Information

The vendors wishing to be considered **must complete the provided Excel spreadsheets and return as part of your bid response.**

- i. Bid Proposal Template Instructions:  
Use the attached bid proposal template to submit your pricing.

#### 2. Unique Device Identifier:

Contracted Supplier shall be required to apply machine-readable bar codes on product labels at the unit of use (or smallest package size) and meet the FDA's compliance dates for assigning UDIs on medical devices. <https://www.fda.gov/MedicalDevices/DeviceRegulationandGuidance/UniqueDeviceIdentification/>

#### 3. Program Staffing Requirement

##### I. LICENSURE/ACCREDITATION

Vendor shall guarantee that all staff employed in the provisions of this agreement are fully licensed by the appropriate governing body. Copies of licenses shall be maintained on site and available upon request.

Any additional staff brought under the sponsorship of a training program by vendor will at no time be placed in a position of impacting the outcome of patient care. Surgical Services Leadership must be notified at least 48 hours in advance of any individual brought in without accreditation. These individuals will always wear a nametag provided by vendor that clearly identifies their status and position.

##### II. STAFFING PROFILES

Upon award, a complete listing by name, title, education/qualifications and experience/work history of each employee performing services relative to this RFP. Any new additions to this staff listing needs to be communicated to UMMS Perioperative Leadership at each hospital, in writing, at least 24 hours prior to the performance of any services within UMMS by these individuals. **Please describe your credentialing process.**

### IV. VENDOR RESPONSE

#### 1. Table of Contents

To ensure that each vendor response is reviewed on a consistent and thorough basis, we ask that all responses use the following format:

##### **Contents**

1. Table of Contents
2. Executive Summary
3. Bidder's Response to Requirements (in Excel workbook provided including Proposed Products & Contract Pricing
4. Any relevant attachments annotated in #3 above

The response must comply with the following requirements:

- The response **must** be provided in the attached excel spreadsheet. If you are referencing an attachment in your response, you must clearly state the attachment name and label as such.
- All items in the workbook must be addressed. Leave nothing blank. If a question is not applicable to your offerings, please describe why that is the case.
- Additional documents submitted by the vendor must be cross-referenced to the question(s) or section (s) that the document is intended to address.

## **2. Executive Summary**

The Vendor's executive summary will present an overview of all major points detailed in the proposal and will be written in a manner easily understood by UMMS' management. The executive summary should contain the following information:

- Brief summary of the proposal in non-technical terms
- Overall scope and projected costs