- Vendor must be able to provide tracking for kits distributed by having a QR code on the package to track the ~~organization~~ receiver and zip code of each kit distributed.
- Emergency Opioid Antagonist Products must provide at least 30 months of shelf-life. The Department will receive the most recently manufactured product available in each shipment.
- Product must be manufactured and assembled in the USA from USA and imported components. Must identify if any components are imported and where they are imported from.
- For intranasal formulations, the Emergency Opioid Antagonist Products must contain two (2) doses.
- For injectable formulations, each product must contain at least one dose of injectable Emergency Opioid Antagonist Product.

Products available for ordering shall include:

UCT	DOSAGE	QUANTITY	UNIT PRICE

Commented [SJ19]: Is this a disqualifier if they have 24 month shelf life? In spot checking a few distributors from the PP they mention 24 months.

Commented [JW20R19]: Yes it is a disqualifier. We would prefer at least 48 months but statutorily we are required to put at least 36 months.

Formatted: Add space between paragraphs of the same style, Line spacing: single

Commented [SJ21]: Moved to the RFP document, Section 1.1, Purpose of the Procurement.

Commented [JW22R21]: Thank you

Formatted Table

The Provider is responsible for the performance of all tasks and deliverables contained in this Scope.

5.1 Service Delivery

5.1.1 Service Delivery Location

The Provider will deliver the ordered Emergency Opioid Antagonist Products to an estimated 1300 Department authorized iSaveFL Enrolled Distributors (Enrolled Distributors) ~~unlimited number of individual addresses~~ throughout Florida, as ~~identified~~ ordered by the Overdose Prevention Program Staff during standard delivery hours of 8:00 AM to 5:00 PM EST, with special delivery hours required for Enrolled Distributors that have specified delivery hour constraints. In emergencies, overnight shipping is offered at no additional cost.

~~The Provider will provide technical assistance for orders, Emergency Opioid Antagonist Product Resources, billing, delivery challenges, account management, and other needs that arise to the Overdose Prevention Program Staff and Enrolled Distributors, from 8:00 AM to 5:00 PM EST, Monday through Friday.~~

5.2.1 The Provider must provide all equipment required for the services within this Scope.

5.3 Task List

Commented [SJ1]: In reading the language the term Enrolled Distributors and unlimited number of individual addresses made it sound like two separate things but I think they are the same. If the addresses are the enrolled distributors, I think we can take out the phrase individual addresses and just say an estimated 1300 Enrolled Distributors. Recommend including a link to the site where the enrolled distributors are listed since that will probably be a question the vendors will ask. We could link the iSaveFL: Providers - I Save Florida

Commented [JW2R1]: Not all enrolled distributors are listed on ISAVEFL and some distributors have multiple locations that naloxone is shipped to.

vii. Vendor must provide and send invoices to all Enrolled Distributor contacts, Overdose Prevention Program Staff, and identified Department staff, within 24 hours of shipment. Vendor is required to provide consolidated invoices upon request from Department staff. Vendor must be able to accommodate at least a 250-character count for email communications.

i. **For 4mg product only**, the Vendor is required to provide documentation of shipping history of their competency to ship and deliver at least 65,000 of the ordered Emergency Opioid Antagonist Product to over ~~1,300~~500 addresses in varying quantities within a single month, **at least ten months per year.**

ii. Vendor is required to provide documentation of shipping history of their competency to ship and deliver at least 150,000 of the ordered Emergency Opioid Antagonist Product to over 500~~1,300~~ addresses in varying quantities within a single month, **at least two months per year.**

. Vendor must have the ability to ship either palletized or non-palletized.

unt Management and Reporting

. Vendor must provide an assigned account manager specifically for the Overdose Prevention Program, to respond to inquiries and provide ordering and delivery support. Vendor must notify the Overdose Prevention Program Staff, at least 15 days in advance, when a new account manager is assigned. Vendor is required to provide the name and phone number of the account manager in the contract proposal.

ii. Vendor must provide a portal and individual log-in credentials for as many Overdose Prevention Program Staff and Department staff as required.

Vendor must provide a portal and individual log-in credentials for as many Overdose Prevention Program Staff and Department staff as required. Portal must have the following features:

- Individual staff login.
- Allow for the ordering of resources and materials, as stated above.
- Allow for orders to be placed on multiple purchase orders.
- Budget tracker by purchase order.
- Order history for each Eenrolled Ddistributor.
- Ability to view and download invoices.
- Ability to track and report orders and shipments.

Commented [JB7]: Do we have an estimate for this?

Commented [JW8R7]: At least 8 staff.

Commented [JB9]: Many of the below features seem like a system that needs to be built by an IT company not something a pharmaceutical supply company would build for us.

Commented [JW10R9]: Many manufacturers already have these systems in place for their direct customers. This is part of the current program needs and it would cause a significant breakdown in the program if this were not part of the procurement. This is something most manufacturers have in place, we have calls with them where they demonstrate their capabilities, it is part of the "sell" of the product.

- Produce a report for all orders and deliveries, this report must have the ability ~~be able~~ to export to Excel.~~the spreadsheet.~~
- Must provide a multi-address delivery quote generator that is~~,~~ prepopulated with the current contract price.
- Ability to enter new shipping accounts and change contact information.
- Ability to do monthly automatic orders.
- Must provide screenshots of each portion of the Vendor portal.

Vendor must provide monthly reports on Florida's purchases of Emergency Opioid Antagonist Products, including but not limited to:

- Total Emergency Opioid Antagonist Products and expenditures per month, quarter, and year to year.
- Monthly comparisons and trends for purchases and delivery.
- Top ten counties and zip codes, as well as, the top thirty accounts, shipped to in the last month, and quarter.
- Report must include a list of the classifications of Enrolled Distributors, as well as how many accounts each specific classification consists of and the percentage of the total Emergency Opioid Antagonist Products each classification contributes to Emergency Opioid Antagonist Products

5.3.1.3. Shipments must be delivered during the Enrolled Distributor's available receiving hours. Each delivery must obtain a signature for proof of delivery. If a delivery occurs outside of the Enrolled Distributors receiving hours, or the distributor is unavailable, the Provider shall make a minimum of three redelivery attempts or reroute the shipment, all at no cost to the Department or the Enrolled Distributor.

5.3.1.4. In the event of stock depletion, Emergency Orders placed by the Department no later than 4:00 PM EST must be fulfilled with overnight shipping at no additional cost to the Department or the Enrolled Distributor. This situation typically occurs four to six times per month. The Provider must issue a credit or provide replacement for any products lost or damaged during shipping within 30 business days of notification.

Commented [KM5]: Are we sure about this? Is this reasonable for the industry? There are no negotiations with this process. Vendors can ask during the QA, but after that, this cannot be altered.

Commented [JW6R5]: Yes, this is how the shipping is currently accommodated.

From: Catey Tetro <ctetro@harmreductiontherapeutics.org>
Sent: Tuesday, July 22, 2025 4:38 PM
To: Hendricks, Sumer <Sumer.Hendricks@myflfamilies.com>; Campbell, Latasha <latasha.campbell@myflfamilies.com>
Cc: Williams, Jennifer <JENNIFER.WILLIAMS1@MYFLFAMILIES.COM>; Callison, Kathleen <Kathleen.Callison@myflfamilies.com>
Subject: RE: Kit Request

CAUTION: This email originated from outside of the Department of Children and Families. Whether you know the sender or not, do not click links or open attachments you were not expecting.

Hi Sumer,

Thanks for reaching out to inquire, this is really helpful.

So 240 RiVive kits/Twin Packs needed delivered by Mon., Aug. 18th would work out to:
$33/Twin Pack x 240 = $7,920.00 (or 10 cases)

Alpen Khatri, our Director of Supply Chain, is traveling on business for site meetings with our packaging facility and warehouse, but I'll reach out and see if there's anything he can look into while on the road. If not, he'll be back in the office this Thursday.

After we get back to you, and provided this quantity and timeframe works on our end, can you please use this Revised Order Form (attached)?

- I made an update to the Order Form template from what I Emailed to Latasha and your team last week.
- I updated the slash marks for the Email Addresses listed to receive Greenwood Brands' Order Notification Emails **TO** semi-colons (in the attachment, cells F6 & G6 in all 12 sheets/tabs left-to-right entitled "Order Form" through"Sheet11").
- Greenwood reached out that it's more efficient for them to work with semi-colons in between Email Addresses vs. slashes for their distribution lists. Hence this update I made to the Order Form!
- @Campbell, Latasha if you could update your files with this Revised Order Form attached, replace the form I Emailed to you last week, and use this attachment for any orders you place moving forward, that would be great!

As for the conference, I'm curious what the name of the conference is you'll be exhibiting at? I recall your team exhibiting at a conference last year. We recently revised our English language product literature (our English Tri-Fold Brochure). So if you'd like to have some product literature out on your booth table to support the kits, I could Email you a Hi-Res PDF or the Collected Files if you have printer resources?

Thanks!
Catey

Catey Galatola Tetro
Director of Sales & Marketing
Harm Reduction Therapeutics, Inc.
A 501(c)(3) non-profit pharmaceutical company
ctetro@harmreductiontherapeutics.org
(646) 667-9916

From: McMahon, Kimberly <kimberly.mcmahon@myflfamilies.com>
Sent: Friday, July 11, 2025 4:22 PM
To: Phelps, Tara <Tara.Phelps@myflfamilies.com>
Cc: Babb, Brandi <brandi.babb@myflfamilies.com>; Williams, Jennifer <JENNIFER.WILLIAMS1@MYFLFAMILIES.COM>; Anderson, Christi <Christi.Anderson@myflfamilies.com>; Adkins, Miranda <miranda.adkins@myflfamilies.com>; Leffler, Emilly K <emilly.leffler@myflfamilies.com>; Burns, Joshua D <joshua.burns@myflfamilies.com>; HQW.Procurement.Team.Activities <HQW.Procurement.Team.Activities@myflfamilies.com>
Subject: RE: Procurement Plan - Emergency Opioid Antagonist Products & Resources DCF RFQ 2526 018

Good afternoon,

Upon further review, as mentioned may be the case earlier on in our discussions, this not appear to fall under an RFA. Since the focus is on procuring commodities (pharmaceuticals) rather than selecting partners to carry out programmatic services with allocated funds, it aligns more appropriately with a competitive procurement under Chapter 287, F.S. Instead, as outlined in the Procurement Plan, the purpose is to "supply organizations with different types of FDA-approved Emergency Opioid Antagonist Products." In other words, the Department is purchasing these products for distribution by organizations, rather than issuing funds for those organizations to independently operate overdose prevention programs. From what I understand, this program previously resided at DOH. At that time, the needs were met through use of an Alternate Contract Source (ACS) found here: FY24, DCF-25-AgencyACS-24 - Pharmaceuticals / Executed Agency ACS Requests / State Purchasing / Business Operations - Florida Department of Management Services

I believe this is the most viable approach, depending on the scope of products needed. I understand the concerns that this will not meet our needs, but there are steps we need to take to ensure that is the case. It would be helpful to either schedule a conversation or finalize a draft Scope of Work to share with the Vendor on this ACS (Cardinal Health). This allows us to clearly outline the Department's needs and assess the Vendor's flexibility. We can also discuss price reductions, as ACS pricing is a ceiling rather than a floor, and the RFQ process encourages competitive pricing. Vendors on STC or ACS contracts commonly adjust or expand their offerings, so it is reasonable and expected to engage in that discussion before assuming they cannot meet our needs. If this has already occurred, please let me know. We are just early on, so I thought it likely had not yet. Regardless of the final procurement method, we will need a Scope, and this will support a productive conversation with the Vendor. We do have quite a bit of info here, so I am comfortable proceeding with sharing this information with the Vendor, but sharing the entire scope means there will be less detailed topics to discuss later on as well. Although it is marked as a Contract, the procurement is primarily for goods, along with associated services such as delivery (and tracking), communications, and marketing/education materials for the product(s), which typically is a better fit for a PO.

Please let me know if I misunderstood the intention from anything here, if you are on board for us to coordinate this discussion (and who in SAMH should attend) and/or if you'd like support refining the Scope draft.

Thank you!

From: Williams, Jennifer <JENNIFER.WILLIAMS1@MYFLFAMILIES.COM>
Sent: Monday, July 7, 2025 3:51 PM
To: Phelps, Tara <Tara.Phelps@myflfamilies.com>
Cc: Anderson, Christi <Christi.Anderson@myflfamilies.com>; Babb, Brandi <brandi.babb@myflfamilies.com>
Subject: RE: Procurement Plan - Emergency Opioid Antagonist Products & Resources DCF RFA 2526 018
Importance: High

Good afternoon,

Please see my responses in blue.

After reviewing the attached Procurement Plan, we have a few questions and would appreciate clarification. First, since we are not soliciting applications for the allocation of funds, this would not fall under a Request for Applications (RFA). Instead, it appears to be a competitive procurement such as an Invitation to Bid (ITB), Request for Proposals (RFP), or Request for Quotes (RFQ).

The Procurement Plan indicates that the current vendor, obtained through an Alternate Contract Source (ACS), cannot provide competitive pricing or direct delivery to distributors. However, after some research I noticed invoices showing Cardinal shipping directly to Walmart. Is Walmart not considered a distributor in this context? No, Wal-Mart is not an enrolled distributor. They are simply a receiving point because Cardinal requires a pharmacy to receive the product. Additionally, because we are required to use a State Term Contract (STC) if the product or service is available unless sufficient justification is provided, we need to ensure that documentation supports the claim that Cardinal's pricing is not competitive or that they are unable to meet ACS requirements. Lastly, the vendor qualifications outlined in the plan seem to possibly include responsibilities that extend beyond the scope of a pharmaceutical supply company. There are many vendors that have this type of platform. This is not uncommon for products and would be required to meet the needs of the program operation. It appears the plan may be combining two separate needs: the procurement of emergency opioid products and the development or use of a software system to track program data. Please let me know if it would be helpful to schedule a discussion next week to determine the most appropriate path forward for the Department.