



Southeast Medical Equipment RFP Q &A:

Q: Is there any way to know what items you would like delivered in Phase 1 and Phase 2? This information would allow us to provide as accurate a proposal as we possibly can.

A: Yes, please see attachment.

Q: Second I was wondering if we could get your approval for a substitution for item 77792-M the Diagnostic Wall boards? In the RFP it mentions that we do need to reach out to the two of you to get approval and I was hoping you could provide me with direction on what you would need for this? Medline has a cobranded wall board with Welch Allyn that has shown about a 12% cost savings verses the 77792-M. Simply put the board is the Welch Allyn board with a Medline logo.

A: The board can have the Medline logo as long as it looks and functions the same and will use the same ancillary supplies, we have to match what is existing.