Company Name: Moore Medical LLC

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer’s response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

<table>
<thead>
<tr>
<th>Section/page</th>
<th>Term, Condition, or Specification</th>
<th>Exception</th>
<th>NJPA Accepts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Page 14, Section 5.1</td>
<td>Pricing</td>
<td>Moore believes that the price of products and services delivered to NJPA pursuant to this Bid is market competitive for the Cooperative Market throughout the term of this Contract. As other competitive situations arise during the term of this Contract, at the request of NJPA or its members, Moore will work in good faith with the each member to attempt to meet specific competitive situations so as to strategically benefit both parties. Moore and NJPA or its members may negotiate one-time volume discounts and potential manufacturer rebates on large transactions based on committed quantities presented under the terms of the contract on a product-by-product basis.</td>
<td>Clarification - See below</td>
</tr>
<tr>
<td>Page 17, Section 5.45</td>
<td>Shipping</td>
<td>The discount offered is applied to our web pricing catalog. The web catalog is available at <a href="http://www.mooremedical.com">www.mooremedical.com</a>. The discount offered cannot be combined with any special sales or promotions. Please call for competitive price quotes on the following excluded products - epinephrine auto-injectors (i.e. EpiPens), glucocorticoids, biologicals, injectables, vaccines, furniture, equipment, STRYKER products and manikins. Freight will be added to furniture and equipment shipped direct from the manufacturer (product indicated with an * online). Moore Medical LLC does not offer set up or installation but can work with the manufacturer on certain products.</td>
<td>Clarification - See Below</td>
</tr>
</tbody>
</table>
Customer is responsible for Ship on Ice (SOI) fees of $6.95 for items requiring refrigeration and Hazard (HZD) fees of $27.50 for items the Department of Transportation has determined need special handling.

Moore Medical pays for standard ground shipping on inventory items via a common carrier.

Moore has adequate insurance to perform under this contract. Moore's use of self-insurance or captive insurance is deemed to meet all requirements set forth in any resulting contract. Please see attached document outlining our requested changes. Please see the attached sample copy of our insurance certificate.

**MCKESSON/MOORE CAPTIVE**

Golden State Insurance Company (GSIC) is McKesson Corporation’s (McKesson) and Moore’s captive insurer which has been active for over 40 years. GSIC is a wholly-owned subsidiary of McKesson formed with the main objective of insuring certain risks of McKesson, its subsidiaries and affiliates. McKesson also maintains excess insurance with commercial insurers above the current primary $5,000,000 GSIC limit.¹

McKesson believes its decision to use a captive insurer and purchase excess insurance from third party commercial insurers is reasonable for its size and nature of its operations as well as consistent with the practices of other large public corporations.

You may find more information on McKesson and its public financial filings at http://investor.mckesson.com/reports

¹McKesson like other corporations reviews its insurance annually to determine appropriateness of captive limit based on its risk management objectives.
NJPA's clarification on exceptions listed above:

Clarification(s) - Acknowledged as a proposal

Review and Approved: 9/3/19
NJPA Legal Department

Form P

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Moore Medical LLC

Questionnaire completed by: Lisa Hunt

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)? Net 30

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions? Yes. For certain products, please contact Moore for additional information.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders. Moore does not use dealers or resellers under this contract. We have the ability to report sales on a quarterly basis to NJPA.

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process? Yes. Moore accepts P-Card and Credit Cards for purchases.
FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

HEALTH & SAFETY, MEDICAL, SURGICAL, AND FIRST AID RELATED EQUIPMENT, SUPPLIES, ACCESSORIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for HEALTH & SAFETY, MEDICAL, SURGICAL, AND FIRST AID RELATED EQUIPMENT, SUPPLIES, ACCESSORIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Moore Medical LLC Date: 6/13/17

Company Address: 1690 New Britain Ave.

City: Farmington State: CT Zip: 06032

Contact Person: Lisa Hunt Title: Contract Manager

Authorized Signature: [Signature] Don Williams (Name printed or typed)
FORM E
CONTRACT ACCEPTANCE AND AWARD

(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 061417-MML

Proposer's full legal name: Moore Medical LLC

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be August 1, 2018 and will expire on July 25, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:

Jeremy Schwartz
(NAME PRINTED OR TYPED)

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on July 24, 2017

NJPA Contract # 061417-MML

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name  Moore Medical LLC

Authorized Signatory's Title  Vice President, Sales

Don Williams
(NAME PRINTED OR TYPED)

Executed on  August 28, 2017

NJPA Contract # 061417-MML
PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER’S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the “Proposer”), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.

2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.

3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer’s RFP response.

4. The Proposer will, if awarded a Contract, provide to NJPA Members the products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.

5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.

6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

7. The Proposer understands that NJPA will reject RFP proposals that are marked “confidential” (or “nonpublic,” etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a “trade secret,” and thus nonpublic data under Minnesota’s Data Practices Act.

8. The Proposer understands that it is the Proposer’s duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]
By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name:  Moore Medical LLC

Address:  1690 New Britain Ave.

City/State/Zip:  Farmington, CT 06032

Telephone Number:  860-826-3600 Ext. 5516

E-mail Address:  bid@mooremedical.com

Authorized Signature:  

Authorized Name (printed):  Don Williams

Title:  Vice President, Sales

Date:  6/13/17

Notarized

Subscribed and sworn to before me this 13th day of June, 2017

Notary Public in and for the County of Hartford State of CT

My commission expires:  12/31/2021

Signature:  

Christina Lopez
Notary Public, State of Connecticut
My Commission Expires Dec 31, 2021
Form P

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Moore Medical LLC

Questionnaire completed by: Lisa Hunt

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)? Net 30

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions? Yes. For certain products, please contact Moore for additional information.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders. Moore does not use dealers or resellers under this contract. We have the ability to report sales on a quarterly basis to NJPA

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process? Yes. Moore accepts P-Card and Credit Cards for purchases.

Warranty
5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor?
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
- Do your warranties cover the expense of technicians’ travel time and mileage to perform warranty repairs?
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
- What are your proposed exchange and return programs and policies?

The warranties offered under this contract are only that of the manufacturer. Please see Moore Medical’s Response document for additional information on the Warranty and Return Policies.

6) Describe any service contract options for the items included in your proposal.

Under certain products such as furniture and equipment, Moore Medical works with manufacturers to Make installation and Service available to our customers. The service contracts offered are on an individual basis and each member should call our dedicated representatives for further information.

**Pricing, Delivery, Audits, and Administrative Fee**

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Moore Medical is offering our full line of items to NJPA under this offer. The products offered are of the categories listed below:

- Apparel
- Bags - Kits
- Bandages - Wound Care
- Education - Training
- Equipment and Furniture
- Exam Room Supplies
- Extrication - Patient Transport
- Gloves
- Infection Control
- Instruments - Care
- IV Therapy
- Laboratory
- Needles - Syringes - Disposal
- Orthopaedics
- Personal Care
- Pharmaceuticals - OTC
- Pharmaceuticals - RX
- Pharmaceuticals - Unit of Use
- Point of Care Testing
- Respiratory
- Safety - Personal Protection
- Surgical Supplies
- Urology - Ostomy
- AED

Moore Medical has been providing these products and services to NJPA members since 2014 and has seen great success in providing members with the products and services listed within our offering.
8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Moore Medical is offering a line item price offering and a catalog discount on all remaining catalog items. Please see enclosed product and price list.

Moore Medical reserves the right to increase, decrease or otherwise change pricing as well as remove or add products on the enclosed product and price list on a quarterly basis as there are many new items being added and old items being deleted very frequently.

9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Moore Medical’s line item pricing represents discounts from 20%-86%

Moore Medical’s catalog discount for remaining items is 20% from our list price.

These discounts represent the ceiling price for the items listed and Moore reserves the right to work with individual members to provide volume discounts or to discount accordingly when in certain competitive situation or to accommodate the needs of individual members.

10) The pricing offered in this proposal is

    a. the same as the Proposer typically offers to an individual municipality, university, or school district.
    b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
    c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
    d. other than what the Proposer typically offers (please describe).

11) Describe any quantity or volume discounts or rebate programs that you offer.

    Moore works with individual members to provide volume discounts or to discount accordingly when in certain competitive situation or to accommodate the needs of individual members.

12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

    Moore Medical will provide a quote for “sourced” or “open market” items or “nonstandard options”.

13) Identify any total cost of acquisition costs that are NOT included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

    Moore Medical does have additional acquisition costs associated with products such as furniture, equipment, drop ship items etc. Moore Medical requests that members call for pricing on such items so that we may factor in these additional acquisition costs. Most often freight costs are calculated by the weight of a piece of furniture or equipment, therefore, needing to be quoted.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

    Moore provide for free shipping on our standard stocked items. Please see exceptions included on form C.

    Moore Medical does have additional acquisition costs associated with products such as furniture, equipment, drop ship items etc. Moore Medical requests that members call for pricing on such items so that we may factor
in these additional acquisition costs. Most often freight costs are calculated by the weight of a piece of furniture or equipment, therefore, needing to be quoted.

Quotes can be obtained by calling Moore Medical’s dedicated team or e-mailing the dedicated team that is included in our Moore Medical Response document enclosed.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Please see our Moore Medical Response document that addresses the procedures for Alaska and Hawaii.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

In certain cases for the delivery of equipment, large furniture or large palletized orders, delivery will be via truck and Moore Medical will work with the individual member to ensure proper circumstances for truck delivery such as dock to dock or lift gate etc.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Moore Medical uses a unique contract code that is applied to every quote and order under this contract. This promotion code drives the pricing and is used for reporting purposes. It is unique to NJPA members and is provided to all members and is also auto populated when an NJPA member logs in via our specialized NJPA landing page.

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor’s sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member’s cost of goods. (See RFP Section 6.29 and following for details.)

Moore Medical is prepared to offer a 2% administrative fee to NJPA as a percentage of our sales under this contract.

Industry-Specific Questions
19) Describe any unique attributes or features related to your ordering process. Describe any unique attributes related to your delivery and product fulfillment procedures.

20) Identify the market verticals that are the target or focus of your products or solutions (e.g., education, healthcare facilities, etc.)
   - K-12
   - Colleges and Universities
   - Medical Education
   - Healthcare Facilities
   - Surgical Centers
   - Clinics
   - EMS-Fire
   - Police Departments
   - Prisons/Correctional Facilities

21) List the market segments and end users that are the focus of your products or solutions (e.g., school nurse, athletic trainer, hospital or clinic, etc.)
   
   Government
   
   Schools
   
   EMS – Emergency Medical Services, Fire EMT
   
   Primary Care – Hospitals and Clinics
   
   Corrections – Police and Law Enforcement
   
   Workplace Health

Signature: ___________________________ Date: 4/13/17