



MIDDLESEX-LONDON HEALTH UNIT

REPORT NO. 70-22

TO: Chair and Members of the Board of Health
FROM: Emily Williams, Chief Executive Officer
DATE: 2022 December 15

MLHU STRATHROY DENTAL CLINIC - CONTRACT AWARD FOR DENTAL SUPPLY PURCHASES

Recommendation

It is recommended that the Board of Health:

- 1) Receive Report No. 70-22, re: “MLHU Strathroy Dental Clinic – Contract Award for Dental Supply Purchases” for information; and*
- 2) Approve entering into a contractual agreement with Henry Schein Canada, Inc. for the purchase of necessary dental clinic supplies for the upcoming build of the Strathroy Dental Clinic.*

Key Points

- MLHU received capital funding from the Ministry of Health to build an additional MLHU dental clinic in Strathroy. Remaining in-year operating funding will be used to secure the purchase of these supplies where possible.
- MLHU issued a request for quotation (RFQ) for the purchase of dental clinic supplies necessary for the operation of the Strathroy Dental Clinic.
- The most competitive bid was received from Henry Schein Canada, Inc. at approximately \$124,600 plus HST.
- MLHU is seeking approval to select Henry Schein Canada, Inc. as our vendor of choice for the purchase of dental clinic supplies.

Background – Financial Information

Capital funding was received by the Ministry of Health to allow MLHU to build operatories in Strathroy and expand the Ontario Seniors Dental Care Program (OSDCP) to reduce wait times for clients. While capital funding was received, the purchase of dental clinic supplies necessary to operate the clinic will utilize operating funding. Where possible, MLHU will use in-year operating funds (2022) from the Oral Health team. These operating funds will be used towards all supplies that can be ordered and delivered by MLHU prior to December 31st, 2022. In cases where supplies cannot be delivered by December 31st, 2022, MLHU will utilize operating funds from 2023.

Request for Quotation (RFQ) Process

A Request for Quotation (RFQ) was issued on October 31st, 2022, for the purchase of various dental clinic supplies necessary to support operation of the Strathroy Dental Clinic. The quote includes the following categories of supplies:

- 1) Handpieces
- 2) Surgical
- 3) Hygiene
- 4) Restorative
- 5) Accessory
- 6) Denture
- 7) Endodontic

The equipment selected was based on the pricing, lead times, and compatibility and interchangeability with the current dental supplies used at the Citi Plaza dental clinic.

The bid closed on November 14, 2022 and three quotes were received for the equipment specified. While all bidders provided equipment and services in line with quote requirements, Henry Schein Canada, Inc. provided the lowest acceptable bid at an estimated cost of approximately \$124,600 plus HST.

It is recommended that Henry Schein Canada, Inc. be awarded the contract for purchase of dental clinic supplies.

Next Steps

As a result of the quote process undertaken, it is recommended that the contract for purchase of dental clinic supplies to operate the Strathroy Dental Clinic be awarded to Henry Schein Canada, Inc.

This report was prepared by the Privacy, Risk and Project Management Team, Healthy Organization Division.



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Chief Executive Officer