

Request for Proposal

Implant Spinal

Date: 10/24/25

RFP ID#: 359554

At the direction of University of California, Davis Health and aptitude are launching this RFP and you are formally invited to submit a proposal.

Business Opportunity: The provider has undertaken a process to review the quality and costs associated with the delivery of care with regards to impactful high volume, high-cost medical devices. Strategic Sourcing has engaged clinical leadership and Sr. Administration in this process, and they have offered support to ensure a reduction in costs while maintaining quality of care. Dr. Bruce Hall shared, in detail, what the objectives and needs are for UCD in this initiative during the Supplier call on 10/22/25.

Cross References: In order to fully evaluate all possible award structures, UCD requires that their current product spend be cross referenced to the best of your ability so your proposal value can be fully evaluated. The attached RFP Response Template has all the items purchased for the past 12 months.

Contract Length: 3 years (36 months) Plus 2 – 1 year optional extensions

Response Due Date: November 17, 2025 by 5:00 pm PST

Contract Target Effective Date: April 1, 2026

Pricing / Award Structures Requested:

- Access: Strict standardized pricing matrix (any item not meeting matrix, may not be contracted)
- No increases in product pricing will be accepted on products either included or not included in the standardized pricing matrix
- No capital or contingency options will be accepted
- Any current pricing below the formulary will remain at current price

Attachments associated with this RFP include:

- **RFP Response Template** – Detailed instructions for responses per Provider
- **Participating Facilities** – Facilities included in the RFP
- **Quiet Period** – For review, signature, and return by 11/05/25
- **Supplier Preview Deck**

Additional Contracting Requirements:

- Any awarded supplier active in aptitude will execute a CPA accordingly.
- Any awarded supplier not active in aptitude but awarded a national GPO contract will execute an agreement tied to the national GPO contract.
- Any awarded suppliers not applicable to the above two scenarios are encouraged to become active in aptitude or execute a local agreement.

Product Evaluations: As part of this project, physicians are supportive of evaluating products and devices that may not currently be used by University of California, Davis Health. In the event such opportunities are identified by University of California, Davis Health providers, University of California, Davis Health will work with Supplier to coordinate a product evaluation.

Please utilize the RFP Template on the following attachment to complete the requested information by 11/17/25. All completed documents must be forwarded directly to:

- Walt Sokac, Vizient with a cc to Erik Oleson, University of California, Davis Health.
- If you choose, you can also submit through pricingrequest@aptitude.com with **RFP (category name, Provider name)** and your company name in the subject line.

We ask for your reply to this communication as confirmation of receipt and please direct any subsequent questions regarding this RFP to contact information below. Thank you in advance for your cooperation and we look forward to receiving your responses and working with you on this initiative.

Regards,

Erik

Erik Oleson, MBA
Value Analysis Program Manager
O: 916-734-2920
ecoleson@health.ucdavis.edu

RFP Template Questions and BID submission:

Walt Sokac, MPH, OTR
Consulting Director
M: 440-213-8450
walt.sokac@vizientinc.com