

Vendor Name	Product/Service	Posting Start Date	Posting End Date	Buyer's Initials
Southern Medical Systems	<p>This sole source letter certifies that Medical Packaging Inc., LLC (MPI) is the manufacturer of the packaging systems and barcode labeling software listed below:</p> <ul style="list-style-type: none"> •Auto-Print® unit dose packaging system for oral solids (all model types) •Auto-Wrap® Syringe Labeling System (all model types) •Fluidose® unit dose packaging system for oral liquids (all model types) •Pak-EDGE™ UD Barcode Labeling Software (used exclusively with MPI packaging systems -all model types) •Pharmacy Accessory Label Printing Solutions -Direct Thermal (DTLP) or Thermal Transfer (TTLP) Printers (solution includes GK printer manufactured by Zebra Technologies and MPI's exclusive Pak-EDGE™ UD Barcode Labeling Software) •Pharmacy Accessory Bagging System Solution (includes Pro-Line Series Bagging System manufactured by Sharp Packaging Systems by Pregis and MPI's exclusive Pak-EDGE™ UD Barcode Labeling Software) <p>The packaging systems, software and associated disposable materials can only be purchased directly from Medical Packaging Inc., LLC (MPI) or through the authorized MPI sales representative/distributor assigned by geographic territory.</p> <p>Southern Medical Systems, located at 831 Coventry Street, Boca Raton FL 33487, is Medical Packaging Inc.'s authorized representative for the following states:</p> <ul style="list-style-type: none"> • Florida • Georgia -"Southern Region" • Louisiana • Mississippi 	06/10/25	06/20/25	GC

	<p>This sole source letter is effective January 1, 2025 through December 31, 2025.</p> <p>Regards,</p> <p>Kimberly Baldwin Vice President of Commercial Operations</p>			
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THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA
PURCHASING
REQUEST FOR SOLE SOURCE APPROVAL

The School District of Osceola County is bound by School Board policy to an open and competitive bidding process. To enforce this, the use of proprietary specifications and/or Sole Source purchases are normally not allowed. However, in some circumstances they may be justified, but there are a number of tests that must be passed first.

This is a Sole Source request for [list product or service]: Medical Packaging Inc, (MPI)
Auto-Print unit dose packaging system for oral solids
Auto-Wrap Syringe labeling system, Fluidose unit
dose packaging system for oral liquids, Pak-EDGE UD Barcode Labeling Software, Pharmacy
Accessory Label Printing Solutions, and Pharmacy Accessory Bagging System Solution,

Supplier: Southern Medical Systems authorized representative for Florida and the
Southern Region of Georgia.

Supplier's full address: 831 Coventry Street, Boca Raton FL 33487

Supplier's contact person: John Zripko President and CEO and Greg Daniel, President Southern Region

Supplier's phone #: (609) 232-7120 or (561) 432-0508

In order to consider any request for Sole Source status, the following must be completed and submitted with the request:

1. Sole Source Letter from the supplier.
2. Cut Sheets and Specifications.
3. Written justification, to include responses to the following questions:
 - a. Is there truly only one vendor who is able to furnish the product or service? Does the supplier possess exclusive capabilities? What are they? Provide verifiable information.
 - b. Is there a lack of responsive competition for the product or service? Why? How have you verified this?
 - c. Is the product or service vital to the District? Why/How?
 - d. Is the product or service unique and easily established as one-of-a-kind? Why/How?
 - e. Can requirements be modified so that competitive products or services be used?
 - f. What would the user agency do if the product or service were discontinued?
 - g. Are there patented or proprietary rights that fully demonstrate:
 - i. A feature providing a superior utility not obtainable from similar products.
 - ii. Product availability from only one prime source and not merchandised through wholesalers, jobbers or retailers where competition could be encouraged?

SEE ATTACHED ANSWERS

The Purchasing Department will review the request and all the supporting information and make a determination. Sole Source requests, if accepted and approved, which have a dollar value exceeding the formal bid threshold may be submitted to the School Board for review and final, formal approval.

STATEMENT OF NEED: As requester, my recommendation for Sole Source is based upon an objective review of the product/service being required and appears to be in the best interest of the District. I know of no conflict of interest on my part or involved in any way with this request. No gratuities or favors have been accepted or have had any influence on my request to Sole Source this purchase.

Signature of Requester/Supervisor:  Date 05/06/2025

Signature of Principal/Director:  Date _____

☐ Approved ☐ Not approved

Purchasing Dept. Signature: _____ Date _____

3. Written justification, to include responses to the following questions:
 - a. Is there truly only one vendor who is able to furnish the product or service? Does the supplier possess exclusive capabilities? What are they? Provide verifiable information.
 - b. Is there a lack of responsive competition for the product or service? Why? How have you verified this?
 - c. Is the product or service vital to the District? Why/How?
 - d. Is the product or service unique and easily established as one-of-a-kind? Why/How?
 - e. Can requirements be modified so that competitive products or services be used?
 - f. What would the user agency do if the product or service were discontinued?
 - g. Are there patented or proprietary rights that fully demonstrate:
 - i. A feature providing a superior utility not obtainable from similar products.
 - ii. Product availability from only one prime source and not merchandised through wholesalers, jobbers or retailers where competition could be encouraged?
1. See attached letter from the company Medical Packaging Inc, (MPI)
2. N/A
3.
 - a. Medical Packaging Inc, (MPI) is a “sole source” provider and manufacturer of the following packaging systems and barcode labeling software: Auto-Print unit dose packaging system for oral solids, Auto-Wrap Syringe labeling system, Fluidose unit dose packaging system for oral liquids, Pak-EDGE UD Barcode Labeling Software, Pharmacy Accessory Label Printing Solutions, and Pharmacy Accessory Bagging System Solution, which can only be purchased from MPI directly or through the authorized MPI sales representative.
 - b. N/A
 - c. The Florida Department of Education issues CTE Programs specific curriculum frameworks indicating the standards and competencies that must be taught as per industry standards. Part of those standards in the Pharmacy Tech program curriculum indicates that students have hands-on experience with all types of medication dosing machines. This hands-on experience exposes students to the workings of pharmacy labs and hospitals and prepares them for work from the day they graduate. This experience will also enhance the students’ experiences and prepare them for their industry certification exam.
 - d. Yes, MPI, Inc packaging systems, software and associated disposable materials can only be purchased directly from Medical Packaging Inc., LLC (MPI) or through the authorized MPI sales representative/distributor assigned by geographic territory; Southern Medical Systems is the authorized representative for Florida and the Southern Region of Georgia, Louisiana, and Mississippi.
 - e. N/A
 - f. The Florida Department of Education creates and distributes the curriculum for the CTE programs. If these products became unavailable, we would need to reach out to industry professionals to guide us in the direction of new materials and equipment in order to comply with the DOE standards and keep up with industry standards being taught to the students.
 - g. See the attached Sole Source letter from Medical Packaging Inc, LLC (MPI) for the answers to “i” and “ii”.



Medical Packaging Inc., LLC

8 Kings Court / Flemington / NJ / 08822 / USA

Toll Free: 800-257-5282 / Tel: 609-466-8991 / Fax: 609-466-3776

www.medpak.com

January 1, 2025

To Whom It May Concern:

This sole source letter certifies that Medical Packaging Inc., LLC (MPI) is the manufacturer of the packaging systems and barcode labeling software listed below:

- Auto-Print® unit dose packaging system for oral solids (all model types)
- Auto-Wrap® Syringe Labeling System (all model types)
- Fluidose® unit dose packaging system for oral liquids (all model types)
- Pak-EDGE™ UD Barcode Labeling Software (used exclusively with MPI packaging systems – all model types)
- Pharmacy Accessory Label Printing Solutions – Direct Thermal (DTLP) or Thermal Transfer (TTLP) Printers (solution includes GK printer manufactured by Zebra Technologies and MPI's exclusive Pak-EDGE™ UD Barcode Labeling Software)
- Pharmacy Accessory Bagging System Solution (includes Pro-Line Series Bagging System manufactured by Sharp Packaging Systems by Pregis and MPI's exclusive Pak-EDGE™ UD Barcode Labeling Software)

The packaging systems, software and associated disposable materials can only be purchased directly from Medical Packaging Inc., LLC (MPI) or through the authorized MPI sales representative/distributor assigned by geographic territory.

Southern Medical Systems, located at 831 Coventry Street, Boca Raton, Florida, 33487, is Medical Packaging Inc., LLC's (MPI's) authorized representative in the following states:

- Alabama
- Florida
- Georgia (Southern region)
- Louisiana
- Mississippi

This sole source letter is effective January 1, 2025 through December 31, 2025.

Regards,

Kimberly Baldwin

Kimberly Baldwin
Vice President of Commercial Operations
Medical Packaging Inc., LLC
Office – 609.681.2041
Email – kbaldwin@medpak.com

CORPORATE SEAL:

