

**NASPO-Value Point Contract 01910**

**Medela Price List Effective January 18, 2017**

**Expiration Date June 30, 2018**

**Must be ordered in case quantity where applicable**

**Updated July 7, 2017**

Item Description	Model Name	Model Number	Pack Size (min. order quantity)	Each Price	Case Price
<b>Breast Pumps</b>					
<b>Multi-User Electric Double Breast Pump</b>	Lactina™ Select 3 year warranty <b>DISCONTINUED</b>	016SC01			<b>Discontinued</b>
<b>Reconditioned Multi-User Electric Double Breast Pump (two phase)</b>	Reconditioned Symphony™ Breast Pump (Two-Phase) <b>Does not include carrying case</b> 1 year warranty*	0240112	1 per case	\$550.00	-----
<b>Multi-User Electric Double Breast Pump (two phase)</b>	<b>New</b> Symphony™ Breast Pump (Two-Phase) <b>Does not include carrying case</b> 3 year warranty*	0240108	1 per case	\$902.45 *See below	-----
<p><b>*Trade-In Allowance for New Symphony:</b> Purchase a <u>New Symphony</u> Breastpump item 0240108 at current list price (\$1,220.54) and receive a \$300 credit when you trade in a Medela Lactina. (Only a Medela Lactina® is acceptable). WIC agency must ship trade-in pumps to Medela at their expense. Credit will be applied upon receipt of trade-in pump.</p> <p><b>*Trade-In Allowance for Reconditioned Symphony:</b> Purchase a <u>Reconditioned Symphony</u> Breastpump item 0240112 at contracted price and receive a \$200 credit when you trade in a Medela Lactina. (Only a Medela Lactina® is acceptable). WIC agency must ship trade-in pumps to Medela at their expense. Credit will be applied upon receipt of trade-in pump.</p>					
<p><b>* Symphony Purchase Options:</b></p> <p>1. Purchase a new Symphony at the NASPO VALUE POINT discounted price of \$902.45 (3 year warranty)</p> <p>2. Purchase a new Symphony pump with Lactina trade in you pay current list price \$1,220.54 to receive \$300 credit.</p> <p>3. Purchase a Reconditioned Symphony at contract price of \$550.00 (one year warranty)</p> <p>4. Purchase a Reconditioned Symphony w/Lactina trade in, you pay current list price of \$616.97 to receive \$200 credit</p>					
<b>Personal-Use Electric Double Breast Pump</b>	WIC Personal Double Pump Advanced (Two-Phase) <b>Now includes 2 pkg. Disposable Bra Pads</b>	57018W	3 per case	\$ 86.00 (sold by case only)	\$ 258.00
<b>Personal-Use Electric Double Breast Pump with Battery</b>  <b>DISCONTINUED</b>	Personal Double Pump with Battery  <b>DISCONTINUED</b>	57045W	3 per case	-----	-----
<b>Manual Pump (two-handed)</b>	WIC Manual with piston cylinder	6107293W	20 per case (sold by case only)	\$ 7.95	\$ 159.00

<b>Manual Pump (one-handed)</b>	WIC Harmony Manual One-Handed Pump	67161W2	20 per case (sold by case only)	\$ 15.00	\$ 300.00
<b>Pump Cleanings (not bug related)</b>	<b>*See Attachment below for further information on bug infested pump cleanings</b>		1 per pump (after first 100)	\$ 60.00	-----
<b>Accessories</b>					
<b>Kit for Lactina™ Multi-User Double Breast Pump</b>	Lactina™ Double Pumping System	6107170W	20 per case (sold by case only)	\$15.00	\$300.00
<b>Kit for Symphony Multi- User Double Breast Pump</b>	Symphony™ Double Pumping System	67099W	20 per case (sold by case only)	\$ 22.00	\$ 440.00
<b>Kit for Use with Symphony™ or Lactina™</b>	Double Pumping System compatible with Symphony™ or Lactina™	67116W	20 per case (sold by case only)	\$ 22.00	\$ 440.00
<b>Symphony to Lactina Conversion Kit</b>	Symphony to Lactina Conversion Kit	67090	10 per case	\$ 12.53	\$125.31
<b>Lactina to Symphony Conversion Kit</b>	Lactina to Symphony Conversion Kit	67091	10 per case	\$11.13	\$111.35
<b>Small Specialty Flanges</b>	Personal Fit Breast Shield (21 mm)	87086	12 per case	-----	\$ 24.00
<b>Medium Specialty Flanges</b>	Personal Fit Breast Shield (24 mm)	87087	12 per case	-----	\$ 24.00
<b>Large Specialty Flanges</b>	Personal Fit Breast Shield (27 mm)	87077	12 per case	-----	\$ 24.00
<b>X - Large Specialty Flanges</b>	Personal Fit Breast Shield (30mm)	87079	12 per case	-----	\$ 24.00
<b>XX – Large Specialty Flanges</b>	Personal Fit Breast Shield (36mm)	87094	12 per case	-----	\$36.24
<b>Membranes</b>	Membranes	87088	6 per case	\$3.44	\$20.64
<b>Battery Pack (Personal-Use)</b>	Battery Pack for Personal-Use Pump	67553	3 per case	-----	\$27.00
<b>Vehicle Lighter Adapter Personal-Use (one phase)</b>	12-Volt Adapter for Lactina & Personal Double Pump	67153	6 per case	-----	\$ 55.80
<b>Vehicle Lighter Adapter Personal-Use (two phase)</b>	9-Volt Adapter for Advanced Personal Double Pump	67174	6 per case	-----	\$ 55.80
<b>Symphony Vehicle Lighter Adapter</b>	For Symphony Breastpump	67173	5 per case	-----	\$58.05
<b>Milk Collection Storage Bags</b>	Milk Collection Storage Bags	87234	12 boxes per case (50 bags/box)	-----	\$ 111.12
<b>Pump &amp; Save™ Breastmilk Bags</b>	Breastmilk Bags with New Easy-Connect Adapter	87233	12 boxes per case	-----	\$56.88

<b>Tubing for single-user Electric Breastpump</b>	Tubing for single-user Electric Breastpump (57018W)	87212	10 per case	\$9.83	\$98.30
<b>Tubing for Hospital Grade Electric Breastpump</b>	PVC tubing – Symphony & Lactina	8007213	10 per case	\$4.94	\$49.38
<b>Tender Care™ Hydrogel Pads</b>		87123NA	12 boxes per case (4 pads per box)	-----	\$ 57.00
<b>Tender Care™ Hydrogel Pads</b>	Bulk Pack	87124	100 pads per case	-----	\$ 118.75
<b>Bra Pads- Washable</b>	Washable Bra Pads	89972	6 packages per case (4 pads/pkg)	\$ 3.09	\$ 18.54
<b>Nipple Shields- Contact</b>	24 mm	67203	6 per case	-----	\$ 23.40
	20 mm	67218	6 per case	-----	\$ 23.40
	16 mm	67251	6 per case	-----	\$ 23.40
<b>Nipple Shields- Regular</b>	24 mm	89902	6 per case	-----	\$ 23.40
	20 mm	89907	6 per case	-----	\$ 23.40
	16 mm	89905	6 per case	-----	\$ 23.40
<b>Nursing Bra</b>	Small	020451677217	<b>To purchase, please contact Bravado Designs, Ltd. directly:</b> <b>Contact: Lesley Wuls</b> <b>Lesley.wuls@bravadodesigns.com</b> <b>1 800 590-7802 ext. 252</b> <b>BRAVADO ALSO OFFERS:</b> <u><a href="#">WIC Nursing Bra Voucher Program</a></u> <u><a href="#">WIC Breastfeeding Prepack Program</a></u> See additional separate page below for more details		
<b>Nursing Bra</b>	Medium	020451677224			
<b>Nursing Bra</b>	Large	020451677231			
<b>Nursing Bra</b>	X-Large	020451677248			
<b>Nursing Bra</b>	Small	020451677019			
<b>Nursing Bra</b>	Medium	020451677026			
<b>Nursing Bra</b>	Large	020451677033			
<b>Nursing Bra</b>	X-Large	020451677040			
<b>Micro Steam Bags</b>	Micro Steam Bags	87024NA	12 boxes per case (5 bags per box)	\$ 2.47	\$ 29.64
<b>Infant Scale</b>	BabyWeigh II Scale	0407020	1 each	\$ 1035.00	-----
<b>Infant Scale</b>	BabyWeigh II Scale, Grams Only	0407023	1 each	\$ 1035.00	-----
<b>Vacuum Gauge</b>		1977005	1 each	\$ 28.49	-----
<b>Symphony Carrying Case</b>	Compatible with Symphony Breastpump	6007080	1 each	\$ 62.94	-----
<b>BabyWeigh Scale Carrying Case</b>	BabyWeigh Scale Carrying Case	3007357	1 each	\$99.75	-----

<b>Lactina Carrying Case</b>		8007085	1 each	\$ 35.16	-----
<b>Lactina Shoulder Strap</b>		8997001	1 each	\$ 14.73	-----
<b>Clips for Lactina</b>		8100147	1 each	\$ 2.22	-----
<b>Storage Collection Bottle and Cap</b>	150 ml	6100050-100	100 per case	-----	\$ 64.60
<b>Insulated Carrying Tote for Milk Storage</b>		37002	10 per case	\$ 19.00	\$ 190.00
<b>Specialty Feeding Device</b>	SNS (Supplemental Nursing System, Sterile)	00901S	10 per case	-----	\$ 284.90 (Cases only)
<b>Valves and Membranes</b>		87089	6 per case	\$ 3.44	\$ 20.64
<b>Symphony Power Cord</b>		9280043	1 each	\$12.64	-----
<b>Symphony Container Stand</b>		8100552	1 each	\$5.82	-----
<b>Spring</b>		4707004	1 each	\$1.71	-----
<b>Symphony 2.0 Program Card-English</b>		67208	1 each	\$93.81	-----
<b>Quick Clean Accessory Wipes, Multi</b>		87055	12 per case	\$5.33	\$53.33
<b>Quick Clean Accessory Wipes, Single</b>		87059	12 per case	\$10.67	\$106.65
<b>Quick Clean Accessory Wipes, Bulk</b>		87056	100 per case	-----	\$19.75
<b>Book- Medications and Mother's Milk</b>	<b>DISCONTINUED</b>	1907248	1 each	-----	-----
<b>Softshell</b>	Sore Nipples	80210	12 per case	\$10.37	\$124.44
<b>Softshell, Sterile</b>	Sore Nipples, Sterile	80210S	10 per case	-----	\$104.82
<b>Softshell</b>	Inverted Nipples	80220	12 per case	\$10.37	\$124.44
<b>Softshell, Sterile</b>	Inverted Nipples, Sterile	80220S	10 per case	-----	\$104.82
<b>Lactina Part</b>	Rubber Protector for Lactina	8120007	1 each	\$1.84	-----
<b>Breastmilk Removal Soap</b>	Quick Clean Breastmilk Removal Soap	87240	3 per case	-----	\$13.04
<b>Carry Case Strap</b>	Strap for Symphony Carrying Case	8417009	1 each	\$5.53	-----

<b>Breastshells</b>	TheraShells breast shells	89930	6 per case	\$7.41	\$44.44
<b>Connectors</b>	PersonalFit Connectors, Bulk	87076	12 per case	-----	\$13.18
<b>Specialty Feeding Device</b>	Starter SNS, Sterile	00902S	25 per case	-----	\$250.04
<b>Trolley Table</b>	Trolley for Symphony Breastpump	6007092	1 each	\$331.80	-----
<b>Supplemental Feeding Device</b>	Start SNS w/80ml Collection Container (Sterile)	0097003S	10 per case	-----	\$108.92
<b>Breastmilk Collection &amp; Storage</b>	80ml Breastmilk Collection Container Bulk (Sterile)	6109S-100	100 per case	-----	\$37.03

<b>Continental U.S.A</b>	No charge
<b>Alaska</b>	8%
<b>Hawaii</b>	8%
<b>US Territories</b>	No charge

**\*Please note that the WIC One Phase Personal-Use Pump (item # 57023W) is not available, Medela will ship the Two-Phase Personal-Pump (item # 57018W) at the One-Phase Pump price of \$ 80.00.**

### **SPECIAL OFFER!**

Item Number	Description	On Hand	Case Pack	Quantity	Sale Price to NASPO	
67821-01	BUSTIER WHITE SM BULK	5,124	100 per case	51.2	\$7.00	
67822-01	BUSTIER WHITE MED BULK	3,686	100 per case	36.9	\$7.00	
67823-01	BUSTIER WHITE LG BULK	20,062	80 per case	250.8	\$7.00	
67824-01	BUSTIER WHITE XL BULK	6,288	80 per case	78.6	\$7.00	
67831-01	BUSTIER BLACK SMALL BULK	97	100 per case	1.0	\$7.00	
67832-01	BUSTIER BLACK MEDIUM BULK	44	100 per case	0.4	\$7.00	
67833-01	BUSTIER BLACK LARGE BULK	3,755	80 per case	46.9	\$7.00	

See attached image

**Pricing expires September 1, 2017**

**Limited Time Offer**

#### Additional Item Added:

Item 3007009	Cavicide (1) 8 oz Non-aerosol pump	\$5.86 each	\$70.32 case of 12
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**Bustier: Must buy in case packs.**

**This is a WIC NASPO special offer only.**

## Contract 01910

### Pump Cleanings:

Medela shall provide a minimum of 100 free pump cleanings annually to each participating NASPO VALUE POINT state due to insect infestations.

The 100 free cleanings include the following pumps, under warranty or not:

- ~~Lactina Plus~~ (Discontinued and cannot be cleaned or repaired)
- Lactina Select
- Symphony

Pump cleanings include:

- Removing the pump housing
- Cleaning the housing and internal parts
- Inspection
- Computer diagnostic testing
- Re-assembly

Before returning pumps to Medela for the cleaning service, the NASPO VALUE POINT participant should send an email to Medela customer service at [accountsupport@medela.com](mailto:accountsupport@medela.com) including:

- "Bug Infestation Free Pump Cleaning Service Requested" in the email subject line:
  - Participant name and state
  - Identifying yourself as a member of NASPO VALUE POINT
  - The serial number(s) of the pump(s) being returned
  - Where the pump will be shipped after cleaning including the:
    - Name of the clinic
    - Name of the contact person
    - Phone number and email address
    - Mailing address
  - The name of person authorized to approve repair charges if required, along with their phone number and email address
- Medela will reply to the email authorizing return of the pump(s) for the free cleaning service and provide a return authorization number(s) within five business days. Each pump returned must have a separate number.

Pumps returned to Medela without a pre-issued number will be returned without cleaning. The cost of shipping will be charged to the participant.

NASPO VALUE POINT participants are responsible for paying for the cost of shipping pumps to Medela. Medela will pay for return shipping. If Medela receives a single shipment containing several pumps from a NASPO VALUE POINT participant, Medela reserves the right to complete the cleaning of all the pumps and return them in one shipment. If the NASPO VALUE POINT participant requests the pumps be returned as they are cleaned, the NASPO VALUE POINT participant will be responsible for the return shipping cost of each pump after the first one.

All pumps returned for repair or cleaning should be sent to the following address:

**Medela, Inc.  
1101 Corporate Drive  
Door 4501  
McHenry, IL 60050**

**Please write the provided number or numbers if multiple pumps, on the outside of the shipping package.**

Additional information regarding Bug Infested Pump Charges:

Medela will provide special pricing on level 3 repairs per each instance of bug infestation. The price of \$199 (original price was \$350) for each level 3 repair of a Lactina due to bug infestation will remain in place for the duration of the NASPO VALUE POINT contract not to exceed January 17, 2017.

The \$199 price for a level 3 repair due to bug infestation is provided after the 100 free cleaning provision is reached. Any other level 3 repair outside of bug infestation and no longer under warranty would be covered at the standard pricing.

### **FORECAST INFORMATION:**

90-Day Lead Time needed for large orders - Supply chain now requires a 90-day lead time for all large orders; especially additional orders; not originally planned orders or outside the normal purchasing pattern may result in a 90-day delivery.

Please communicate any changes to your normal purchasing pattern to Bonnie Voigt via email at [bonnie.voigt@medela.com](mailto:bonnie.voigt@medela.com) or Melissa Blum at [melissa.blum@medela.com](mailto:melissa.blum@medela.com).

Any questions, comments or concerns that you may have can be directed to either Bonnie or Melissa via phone contact or by email:

Bonnie Voigt

[bonnie.voigt@medela.com](mailto:bonnie.voigt@medela.com)

815-578-2459

Bravado is a Medela Company





Recommended by healthcare professionals for over 20 years, the Original Nursing Bra is made of cotton and a touch of spandex to provide breathability and comfort to nursing moms.

**WIC Nursing Bra Voucher Program:** The Bravado WIC Nursing Bra Program consists of booklets of 100 Bravado for \$2,000.00 USD. Nursing Bra Vouchers where each voucher is valid for: **1 FREE** Nursing Bra (including shipping)

\*Flexible Sizing, offering a size range fitting a 32B – 46G. This flexibility of sizing makes it easier to size participants.

\*easy to administer; the voucher program eliminates the need to stock inventory

\*easy to redeem- Determine size of participant and submit size, style number and color. Provide name and address and send directly to Bravado.

**WIC Breastfeeding Prepack Program:** The Bravado WIC Breastfeeding Prepack Program is offered in three great options for you to choose from to suit the needs of your WIC clients: (shipping is free!)

Option A (Combo Pack): contains 60 white nursing bras + 60 moisture wick washable breast pads \$1,125.00 USD

Option B: contains 120 white nursing bras \$1,450.00 USD

Option C: contains 120 Packages of 6-pack of Bravado Moisture Wick Washable Breast pads \$800.00 USD

Contact: Lesley Wuls

[Lesley.wuls@bravadodesigns.com](mailto:Lesley.wuls@bravadodesigns.com)

1-800 590-7802 ext. 252