



## Finance Department Purchasing Services

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**Risk Manager**  
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**Treasury & Revenue Manager**  
Craig Franklin, CPA

## Non-Competitive Selection Request

Requisition Number

Fund  
6100 PUBLIC HEALTH MADISON DANE

Major  
53\*\*\* Supplies/Goods

Agency  
Public Health Madison & Dane County

Total Purchase Amount  
\$ 175,000.00

Vendor Name  
Remedy Alliance, Inc.

Product/Service Description  
3mg ReVive Intranasal Naloxone spray, pre-assembled injectable Naloxone kits

Exception Criteria  
2. The services or goods required are available from only one person or firm (i.e., true sole source).

Reason For Request  
Public Health Madison & Dane County received \$175,000 from the Dane County Opioid Settlement funds to increase access to Naloxone within Dane County. Naloxone is a life saving medication to restore breathing in the event of an opioid overdose. Naloxone is available as an intranasal spray or in intramuscular injectable form. While Naloxone is available from many pharmacies and Bio-Tech Companies, Remedy Alliance is the exclusive carrier of ReVive, a 3mg Naloxone nasal spray manufactured by Harm Reduction Therapeutics. Other retailers carry 4mg and higher doses of the nasal spray. Research has shown that higher doses of Naloxone can cause precipitated withdrawal in individuals receiving it. Though precipitated withdrawal may not be lifethreatening, it can have physical health impacts including making the individual feel extremely ill and then the responding agency or individual administering the Naloxone needs to help the person contend with the ensuing withdrawal symptoms. Research has shown lower doses of Naloxone are effective in restoring breathing and less likely to lead to precipitated withdrawal.

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The availability of a lower dose is in alignment with the principles of a compassionate overdose response and has a beneficial impact on the individual and the responder.

Dane County Emergency Management has recently switched to providing ReVive purchased through Remedy Alliance for their HOPE Kits, given to individuals, their families, and other support people by EMS following a non-fatal overdose. Emergency Management will also be using ReVive in their vending machines located near 2 hospital emergency departments. Public Health would like to purchase ReVive for distribution throughout the County, additional Public Health Vending Machines, and to syringe services programs to create synergies throughout the County and align with the principles of a more compassionate overdose response.

Remedy also distributes exclusive assembled injectable (IM) naloxone kits with instructions and customizable areas. These pre-assembled kits only available through Remedy are ideal for placement in vending machines and feedback from participants at Public Health's Syringe Services and Harm Reduction programs have indicated these pre-assembled injectable kits are preferred, faster to administer, and easier to carry than what is currently purchased from other companies (individual syringes and vials that then need to be drawn up).

Remedy Alliance, Inc is a 501(c)(3) nonprofit corporation with experience ensuring that public health agencies, not for profit organizations, and similar entities are able to implement, sustain, and grow robust overdose prevention services, including sustainable and equitable access to low-cost naloxone for distribution in communities to prevent opioid overdose-related harm, including overdose deaths. Remedy Alliance has over 20 years experience in naloxone access and their leadership is nationally recognized innovator in naloxone distribution. As a nonprofit organization, Remedy Alliance offers pricing that is much lower than other pharmaceutical companies, medical suppliers, and BioTech companies for the non-exclusive products offered.

Requestor  
Olsen, Julia

#### Comments

The City of Madison has paid Remedy Alliance a total of \$8,812.50, all in 2024. Purchases under \$10,000 did not require competitive selection in 2024.