

**NASPO-Value Point Contract 01910**  
**Medela Price List Effective March 24, 2015**

| 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<br>3 year warranty<br>No trade in allowance  | 016SC01      | 1 per case                      | \$ 299.00                       | -----      |
| <b>Reconditioned Multi-User Electric Double Breast Pump (two phase)</b>  | Reconditioned Symphony™ Breast Pump (Two-Phase) Does not include carrying case<br>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) Does not include carrying case<br>3 year warranty*    | 0240108      | 1 per case                      | \$902.45<br>*See below          | -----      |
| <p align="center"><b>*Trade-In Allowance for New Symphony:</b><br/>           Purchase a <u>New Symphony</u> Breastpump item 0240108 at current list price (\$1,184.99) and receive a \$300 credit when you trade in a Medela Lactina or a competitor hospital grade breastpump. (Only a Medela Lactina® or a Medela competitor hospital grade breastpump may be returned). WIC agency must ship trade-in pumps to Medela at their expense. Credit will be applied upon receipt of trade-in pump.</p> <p align="center"><b>*Trade-In Allowance for Reconditioned Symphony:</b><br/>           Purchase a <u>Reconditioned Symphony</u> Breastpump item 0240112 at contracted price and receive a \$200 credit when you trade in a Medela Lactina or a competitor hospital grade breastpump. (Only a Medela Lactina® or a Medela competitor hospital grade breastpump may be returned). WIC agency must ship trade-in pumps to Medela at their expense. Credit will be applied upon receipt of trade-in pump.</p> |  |              |                                 |                                 |            |
| <p align="center"><b>*Symphony Purchase Options:</b></p> <ol style="list-style-type: none"> <li>Purchase a new Symphony at the NASPO VALUE POINT discounted price (\$902.45)</li> <li>If you want to purchase a new Symphony pump and trade in a Lactina or Competitor pump, you must pay current list price (\$1,184.99) to receive a \$300 credit. (total price \$884.99)</li> <li>Purchase a Reconditioned Symphony at contract price (\$550) and trade in a Lactina or Competitor pump, you will receive a \$200 credit (total price \$350)</li> </ol>   |  |              |                                 |                                 |            |
| <b>Personal-Use Electric Double Breast Pump</b>  | WIC Personal Double Pump Advanced (Two-Phase)  | 57018W       | 3 per case                      | \$ 86.00<br>(sold by case only) | \$ 258.00  |
| <b>Personal-Use Electric Double Breast Pump with Battery</b><br><br>No longer available after June 1, 2015<br><br>While Supplies last  | Personal Double Pump with Battery  | 57045W       | 3 per case                      | \$95.00 (sold by case only)     | \$ 285.00  |
| <b>Manual Pump (two-handed)</b>  | WIC Manual with piston cylinder  | 6107293W     | 20 per case<br>(sold by         | \$ 7.95                         | \$ 159.00  |

|   |   |          |                                 |          |           |
|---|---|----------|---------------------------------|----------|-----------|
|   |   |          | case only)                      |          |           |
| <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> | Vehicle Lighter Adapter for Personal-Use Pump (one phase)                           | 67153    | 6 per case                      | -----    | \$ 55.80  |
| <b>Vehicle Lighter Adapter Personal-Use (two phase)</b> | Vehicle Lighter Adapter for Personal-Use Pump (two phase)                           | 67174    | 6 per case                      | -----    | \$ 55.80  |
| <b>Vehicle Lighter Adapter (Multi-User)</b>             | Vehicle Lighter Adapter for Multi-User Pump   | 67153    | 6 per case                      | -----    | \$ 55.80  |
| <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 | <p><b>To purchase, please contact Bravado Designs, Ltd. directly:</b><br/> <b>Contact: Lesley Wuls</b><br/> <b>Lesley.wuls@bravadodesigns.com</b><br/> <b>1 800 590-7802 ext. 252</b><br/> <b>BRAVADO ALSO OFFERS:</b><br/> <a href="#">WIC Nursing Bra Voucher Program</a><br/> <a href="#">WIC Breastfeeding Prepack Program</a><br/> See additional separate page below for more details</p> |            |           |
| <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      |   |            |           |
| <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>SNS</b>                                      |                                     | 009015      | 10 per case  | -----    | \$ 284.90<br>(Cases only) |
| <b>Valves and Membranes</b>                     |                                     | 87089       | 6 per case   | \$ 3.44  | \$ 20.64                  |
| <b>Symphony Vehicle Lighter Adapter</b>         |                                     | 67173       | 5 per case   | -----    | \$58.05                   |
| <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>      |                                     | 1907248     | 1 each       | \$39.45  | -----                     |
| <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<br>Carrying Case | 8417009 | 1 each | \$5.53 | ----- |
| <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) will not be available until the 4<sup>th</sup> quarter of 2011. In the interim, Medela will ship the Two-Phase Personal-Pump (item # 57018W) at the One-Phase Pump price of \$ 80.00.

## 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 can not 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 [customer.service@medela.com](mailto:customer.service@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.

Medela Recycle Program – **For Personal Double Pump Only**

[www.medelarecycles.com](http://www.medelarecycles.com)

Send in your Single-User Personal Double Pump and Medela will donate a Hospital grade pump to Ronald McDonald.

# Announcing

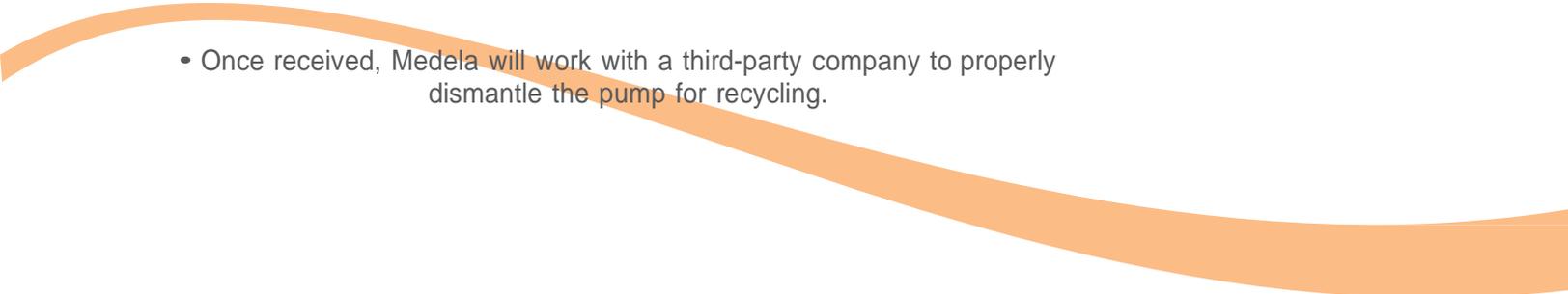
**medela** 

 **Recycles**

Medela is proud to announce **Medela Recycles**, a program focused on helping moms who have finished their breastfeeding journey help another mom start hers.

Each pump we receive through **Medela Recycles** supports the donation of new hospital-grade, multi-use breastpumps and supplies to Ronald McDonald House Charities® (RMHC®). The goal is to provide moms with the same high-quality equipment they use at the hospital during their stay at a Ronald McDonald House.

## How It Works

- Moms can register at **medelarecycles.com** to prepare their Medela personal-use electric breastpump for recycling.
  - Registered participants receive a pre-paid shipping label and instructions to complete the process.
  - Once received, Medela will work with a third-party company to properly dismantle the pump for recycling.
- 

# Medela Recycles

## How do I get my shipping label?

Once you complete the recycling process, a return label will immediately display on your screen. You will be asked to print your shipping label upon completing the process. You have two options to do this.

1. Print immediately - Be sure you have connection to a printer.
2. Print later - You will have an email confirmation after you have completed the process. That email confirmation will include a copy of your shipping label for printing later.

## Who pays for shipping?

Medela happily covers the cost of shipping if you choose to recycle your breastpump through Medela Recycles program. You can visit our [Medela Recycles website](#) to enter your shipping information and download a shipping label at no cost to you.

## What types of breastpumps are eligible for this program?

Only Medela electric breastpumps are eligible for the Medela Recycles program. Manual breastpumps, such as the Medela Harmony breastpump, cannot be returned through this program. This product can be recycled in your waste management recycling container at home.

If you have another breastpump brand, please contact the manufacturer to discuss their disposal instructions.

## What components of my breastpump should I ship?

Please send back your breastpump motor unit and carry bag or motor housing. All other breastpumping kit components (connectors, breastshields, tubing, bottles, valves, membranes, and cooling elements) can be disposed of in your waste management recycling container at your home. Cooler bags and other soft-goods items are not recyclable.

## What if I want to return more than one breastpump?

If you are returning more than one breastpump, please complete the process for each product to ensure you have a unique return label and shipping barcode. Unique shipping labels are necessary for your return to count towards our overall donation as part of the Medela Recycles program.

## What does Medela do with the returned breastpumps?

Medela will send all eligible breastpumps to a third-party processing center where they will be broken down and all recyclable parts will be recycled appropriately. Medela does **not** reuse donated parts for recycling for any manufacturing purposes.

**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 | <a href="mailto:bonnie.voigt@medela.com">bonnie.voigt@medela.com</a> | 815-578-2459 |
| Melissa Blum | <a href="mailto:Melissa.blum@medela.com">Melissa.blum@medela.com</a> | 815-578-2490 |

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: Peggy Lee-Husband

[peggy.lee.husband@bravadodesigns.com](mailto:peggy.lee.husband@bravadodesigns.com)

1 800 590-7802 ext. 252