**Admin Minnesota Office of State Procurement**

Room 112 Administration Bldg., 50 Sherburne Ave., St. Paul, MN 55155; Phone: 651.296.2600, Fax: 651.297.3996

Persons with a hearing or speech disability can contact us through the Minnesota Relay Service by dialing 711 or 1.800.627.3529.

**Contract Release: H-59(5)**

**DATE:** September 1, 2024

PRODUCT/SERVICE: Hearing Aids: Volume Purchase Hearing Aid Program

CONTRACT PERIOD: September 1, 2022, through August 31, 2025

EXTENSION OPTIONS: Up to 24 months

# ACQUISITION MANAGEMENT SPECIALIST /BUYER (AMS): Robb Mimbach

PHONE: 651.201.2432 E-MAIL: [robb.mimbach@state.mn.us](mailto:robb.mimbach@state.mn.us)WEB SITE: <https://mn.gov/admin/osp/>

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**BELTONE 217768 NET 30** **1. NEW**

656 W. RANDOLPH ST, STE 2E BTE/RIT 1 TO 3.

CHICAGO, IL 60661 CUSTOM ITE 7 TO 10.

**VENDOR NO:** 0000271144-002

**2. WARRANT/REPAIR**

COURTNEY MASSIE 5 TO 10.

**OFFICE:** 847.832.3842 | **MOBILE:** 224.355.5088 | **EMAIL:** [CMASSIE@BELTONE.COM](mailto:CMASSIE@BELTONE.COM)

RONALD GLEITMAN

**OFFICE:** 847.832.3838 | **MOBILE:** 847.510.3561 | **EMAIL:** [RGLEITMAN@BELTONE.COM](mailto:RGLEITMAN@BELTONE.COM)

**WEBSITE:** <https://www.beltone.com/en-us>

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**GN RESOUND 217769 NET 30 1. NEW**

8001 BLOOMINGTON FWY 7.

BLOOMINGTON, MN 55420

**2. WARRANT/REPAIR**

**VENDOR NO:** 0000271144-001 10.

PAUL ROZENDAAL

**OFFICE:** 952.769.8259 | **TOLL FREE:** 800.248.4327 X8834 | **EMAIL:** [PROZENDAAL@GNRESOUND.COM](mailto:PROZENDAAL@GNRESOUND.COM)

**WEBSITE:** <https://www.resound.com/en-us>

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**OTICON, INC. 217770 NET 30 1. NEW**

580 HOWARD AVE. BTE 5.

SOMERSET, NJ 08873 ITE/EARMOLDS 10.

VARIOTHERM MOLDS

**VENDOR NO:** 0000205171-001 15.

DANIELLE ALFORD **2. WARRANT/REPAIR**

**OFFICE:** 800.526.3921 | **EMAIL:** [DALF@OTICON.COM](mailto:DALF@OTICON.COM) BTE 3.

**WEBSITE:** <https://www.oticon.com/> ITE/EARMOLDS 10.

VARIOTHERM MOLDS

15.

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**WS AUDIOLOGY USA INC & SUBS 217771 NET 30 1. NEW**

(Formerly, SIVANTOS, INC.) BTE/RIC 3 TO 4.

3033 CAMPUS DR., W125 ITE 6 TO 7.

PLYMOUTH, MN 55441

**VENDOR NO:** 0000203977-002 **PRODUCT LINE:** REXTON **2. WARRANT/REPAIR**

6 TO 7.

CUSTOMER CARE

**OFFICE:** 800.876.1141 | **EMAIL:** [REXTON.CC@REXTON.COM](mailto:REXTON.CC@REXTON.COM)

**WEBSITE:** <https://www.rexton.com/>

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**WS AUDIOLOGY USA INC & SUBS 217772 NET 30 1. NEW**

(Formerly, SIVANTOS, INC.) BTE/RIC 3 TO 4.

101 WOOD AVE S, 7TH FLOOR ITE 6 TO 7.

ISELIN, NJ 08830

**VENDOR NO:** 0000203977-001 **PRODUCT LINE:** SIGNIA **2. WARRANT/REPAIR**

6 TO 7.

CUSTOMER CARE

**OFFICE:** 800.766.4500 | **EMAIL:** [CUSTOMERSERVICE-SHI@SIVANTOS.COM](mailto:CUSTOMERSERVICE-SHI@SIVANTOS.COM)

**WEBSITE:** <https://www.signia.net/en-us>

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**SONOVA USA, INC. 217773 NET 30 1. NEW**

750 N. COMMONS DR, SUITE 200 7.

AURORA, IL 60504

**2. WARRANT/REPAIR**

**VENDOR NO:** 0000209807-001 **PRODUCT LINES:** PHONAK & UNITRON 10.

**NATIONAL ACCOUNTS DEPARTMENT**

**OFFICE PHONAK**: 800.777.7333 | **OFFICE UNITRON**: 800.888.8882 | **EMAIL:** [NATIONALACCOUNTS@SONOVA.COM](mailto:NATIONALACCOUNTS@SONOVA.COM)

**WEBSITE:** <https://www.sonova.com/en/phonak>

**WEBSITE:** <https://www.sonova.com/en/unitron>

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**STARKEY LAB, INC. 217774 NET 30 1. NEW**

6700 WASHINGTON AVE. S. 5 TO 7.

EDEN PRAIRIE, MN 55344

**2. WARRANT/REPAIR**

**VENDOR NO:** 0000197443-001 5 TO 7.

STARKEY CUSTOMER SERVICE

**OFFICE:** 800.328.8602 | **EMAIL:** [STARKEYSUPPORT@STARKEY.COM](mailto:starkeysupport@starkey.com)

**WEBSITE:** <https://www.starkey.com/>

# CONTRACT VENDOR CONTRACT NO. TERMS DELIVERY

**WIDEX USA, LLC 217775 NET 30 1. NEW**

185 COMMERCE DR. 2.

HAUPPAUGE, NY 11788

**2. WARRANT/REPAIR**

**VENDOR NO:** 0000983195-001 3.

MARIA BALCERAK

**OFFICE:** 718.360.1169 | **EMAIL:** [MARIA.BALCERAK@WIDEXSOUND.COM](mailto:MARIA.BALCERAK@WIDEXSOUND.COM)

**WEBSITE:** <https://www.widex.com/en-us>

**CONTRACT USERS.** This Contract is available to the following entities as indicated by the checked boxes below:

State agencies

Cooperative Purchasing Venture (CPV) members

Participating States

STATE AGENCY CONTRACT USE.This Contract must be used by Minnesota State agencies unless a specific exception is granted in writing by the AMS listed above.

STATE AGENCY ORDERING INSTRUCTIONS. Orders are to be placed directly with the Contractor. Minnesota State agencies should use a Contract release order (CRO) or a blanket purchase order (BPC), although most purchases will be done outside the SWIFT system. The person ordering should include his or her name and phone number.

CONTRACT FEEDBACK. If these commodities or service can be better structured to help you with your business needs, let us know. We solicit your comments and suggestions to improve all of our contracts so that they may better serve your business needs. If you have a need for which no contract currently exists, or you would like to be able to use an existing state contract that is not available to your entity, whether a state agency or CPV, please contact us. If you have specific comments or suggestions about an individual contract you can submit those via the [Contract Feedback Form.](https://mn.gov/admin/osp/government/providefeedback/contract-feedback.jsp" \o "Link to Contract Feedback Form)

# SERVICE CERTIFICATION FORM REQUIREMENTS. Pursuant to Minn. Stat. § 16C.09, agencies must complete a “Service Contract Certification Form” prior to issuing an order for services offered from this Contract.

SPECIAL TERMS AND CONDITIONS

SCOPE. The purpose of the contract is to provide hearing aids to the State of Minnesota (lead State), other state agencies and participants in the State of Minnesota’s Cooperative Purchasing Venture (CPV) program and the states of Wisconsin, Michigan, Maine and Colorado, on an as needed basis.

Hearing aids are dispensed by qualified audiologists and hearing instrument dispensers participating with the Minnesota Health Care Program (MHCP) in participation with the State of Wisconsin’s Department of Health Services (DHS), the Michigan Health Care Programs, the State of Maine’s Department of Vocational Rehabilitation (DVR), and the State of Colorado’s Division of Vocational Rehabilitation (DVR).

The Minnesota Health Care Programs (MHCP) enrolls qualified audiologists and hearing instrument dispensers. There are approximately 320 enrolled audiologists and hearing instrument dispensers serving fee-for-service recipients. The hearing aid program is managed and supervised by the State’s Department of Human Services (DHS) Health Care Programs’ Purchasing and Service Delivery Division. Hearing aids will be ordered by the dispensing audiologist and/or hearing instrument dispensers unless otherwise directed by DHS.

**EXHIBIT C: SPECIFICATIONS, DUTIES, AND SCOPE OF WORK:** [**See the Attached PDF**](http://www.mmd.admin.state.mn.us/pdf/EXHIBITCSPECIFICATIONSDUTIESANDSCOPEOFWORK.pdf)

**EXHIBIT D: PRICING:** [**See the Attached PDF**](http://www.mmd.admin.state.mn.us/pdf/EXHIBITDPRICING.pdf)

PRICES. Prices are firm through the initial period of the contract. After that period, prices may increase once a year. Price increases are not effective until they are approved by the AMS. **NOTE:** At no time should the ordering entity pay more than the Contract price. Agencies must contact the AMS immediately and fill out a [Vendor Performance Report](https://mn.gov/admin/osp/government/providefeedback/vendor-performance.jsp) if there is a discrepancy between the price on the invoice and the Contract price.

MINIMUM ORDER.None.

PRODUCT OR SERVICE **UNIT OF MEASURE UNSPSC CODE**

1. Hearing Aid Equipment, Accessories, & Supplies EA = Each 42210000

2. Fixed Non-Warranty Repair UN = Unit 85160000

**VERIFYING THE CONTRACT PRICES.**

**The following information explains the method(s) for calculating and/or confirming the contract prices.**

The Contract(s) was executed with FIXED PRICING. The pricing offered must match or be lower than that detailed herein.

**Only accept contract vendor quotes that provide itemized contract pricing (lump sum price quotes must be rejected and reworked by the Contract Vendor to show itemized State contract pricing).**

**Prior to accepting an order and/or issuing payment on an invoice, inspect the goods and/or deliverables to ensure they match both the terms and pricing of the contract.**

Contact the AMS/Buyer detailed herein to report any pricing discrepancies or for assistance in confirming/calculating contract pricing.

# REVISIONS.

09/01/2024 All contracts extended through August 31, 2025, with updated price schedules.

10/02/2023 All contracts extended through August 31, 2024, with updated price schedules. Business name change from Sivantos, Inc. to WS Audiology USA Inc. & Subs for two contracts. Beltone updated there general and remit to address.

11/02/2022 Widex USA, LLC completed the contract requirements and an executed contract is complete.

**Links to:**

**EXHIBIT D: PRICE SCHEDULES**

**[BELTONE Exhibit D Price Schedule](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_8.2.23_beltone.xlsx)**

[**GN RESOUND Exhibit D Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_8.2.23_gnresound.xlsx)

[**OTICON, INC Exhibit D Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibit_d_ps_8.2.2023_oticon.xlsx)

[**WS AUDIOLOGY USA INC. & SUBS (Signia) Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_9.29.2023_signia.xlsx)

[**WS AUDIOLOGY USA INC. & SUBS (Rexton) Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_9.29.23_rexton.xlsx)

[**STARKEY LAB, INC Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_8.2.2023_starkey.xlsx)

[**SONOVA USA, INC (Phonak) Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_8.8.2023_phonak.xlsx)

[**SONOVA USA, INC (Unitron) Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_8.2.2023_unitron.xlsx)

[**WIDEX USA, LLC Price Schedule**](https://osp.admin.mn.gov/sites/osp/files/2023-10/h-595_exhibitd_ps_8.2.23_widex.xlsx)

**EXHIBIT D - ATTACHMENT 1 SAMPLE INVOICES & QUOTES**

**BELTONE**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceBeltone.pdf)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuoteBeltone.pdf)

**GN RESOUND**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceGN.pdf)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuoteGN.pdf)

**OTICON, INC**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceOTICON.pdf)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuoteOTICON.pdf)

**WS AUDIOLOGY USA INC. & SUBS (Signia)**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceSIGNIA.pdf)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuoteSIGNIA.pdf)

**WS AUDIOLOGY USA INC. & SUBS (Rexton)**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceREXTON.pdf)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuoteREXTON.pdf)

**STARKEY LAB, INC.**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceSTARKEY.pdf)[**Sample Quote**](file:///\\ADM-MMD-SRV-1.admin.state.mn.us\Contracts\H\H-59(5)\01%20Contract%20Release%20and%20Links\04%20Links%20to%20be%20Posted\ExhibitD-Attachment1SampleQuoteSTARKEY.pdf)

**SONOVA USA, INC (Phonak)**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoicePhonak.pdf)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuotePhonak.pdf)

**SONOVA USA, INC (Unitron)**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceUnitron.pdf)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuoteUnitron.pdf)

**WIDEX USA, LLC**

[**Sample Invoice**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleInvoiceWIDEX.PDF)[**Sample Quote**](http://www.mmd.admin.state.mn.us/pdf/ExhibitD-Attachment1SampleQuoteWIDEX.PDF)

**THE MINNESOTA HEALTHCARE PROGRAM CAN BE ACCESSED THROUGH THE DEPARTMENT OF HUMAN SERVICES WEBSITE AT:**

[**https://mn.gov/dhs/partners-and-providers/policies-procedures/minnesota-health-care-programs/provider/types/hearing-aid-contract-and-vendors/**](https://mn.gov/dhs/partners-and-providers/policies-procedures/minnesota-health-care-programs/provider/types/hearing-aid-contract-and-vendors/)

**(Copy to your browser)**

**\*\*NOTE: Due to policies and other requirements, the price schedules listed on the Minnesota Healthcare Program website does not include all products. An Ordering Entity that is omitted from the Minnesota Healthcare Program requirements may click on the master price schedule links above to view all products listed under this contract.**

**MINNESOTA HEALTH CARE PROGRAM HEARING AID SPECIALIST**

Rebecca Engberg

MN Department of Human Services

Health Care Benefits Policy Consultant

651.431.4868

[Rebecca.Engberg@state.mn.us](mailto:Rebecca.Engberg@state.mn.us)