

ADDENDUM 4

FDC RFP-15-099 LABORATORY COLLECTIONS AND DRUG TESTING SERVICES IN ALACHUA AND SARASOTA COUNTIES	
Q&A #	QUESTIONS AND ANSWERS
Question 1	What is the name of the current contractor of this contract?
Answer 1	Alere Toxicology Services, Inc. is the current Contractor that provides laboratory services. However, the scope of work required in the RFP varies from that included in the current contract.
Question 2	How much was spent on this contract in the last fiscal year or in 2015?
Answer 2	Alere Toxicology Services, Inc. is the current Contractor providing laboratory services (majority of specimens submitted are for GC/MS confirmations) for Alachua and Sarasota Counties. The annual expenditures for Laboratory Services in FY 2014-15 for Alachua County was approximately \$9,626.00, and Sarasota County approximately \$7,680.00. Annual expenditures for drug testing supplies (on-site devices, gloves) in FY 2014-15 for Alachua County approximately \$25,437.00, and Sarasota County approximately \$30,205.00. The annual expenditures year-to-date for Laboratory Services in FY 2015-16 for Alachua County was approximately \$4,274.00, and Sarasota County approximately \$7,369.00. Annual expenditures year-to-date for drug testing supplies (on-site devices, gloves) in FY 2015-16 for Alachua County approximately \$26,864.00 and Sarasota County approximately \$10,729.00.
Question 3	How often are steroids tests requested?
Answer 3	There were no steroid tests conducted in Fiscal Year (FY) 2014-15 for Alachua and Sarasota Counties.
Question 4	What is the positive rate for the pool of individuals tested? 10% 30% eta
Answer 4	Sarasota County for FY 2014-15: Offenders that were administered a test through an on-site device, the positive rate was 2.2%; GC/MS positive rate 40.9%; Immunoassay tests 2.8%; Overall positive rate was 2.8%. Alachua County for FY 2014-15: Offenders that were administered an on-site device, the positive rate was 2.8%; GC/MS positive rate 66%; Immunoassay tests 0.0%.: Overall positive rate was 5.0%.
Question 5	Will testing be requested outside the state of FL?
Answer 5	No.
Question 6	Is the alcohol the traditional Urine Ethanol or the more reliable ETG/ETS?
Answer 6	Urine Ethanol.
Question 7	Will MRO services be required for all tests or only positives? Or only upon request?
Answer 7	Medical Review Officer (MRO) services are not required. Expert testimony is a requirement, as indicated in Section 4.2 of this RFP, and the laboratory's designee will need to be available upon request.
Question 8	Is there a current contract in place with a vendor and if so, what is the <u>annual</u> amount of that contract?
Answer 8	See Answers 1 & 2.

ADDENDUM 4

FDC RFP-15-099 LABORATORY COLLECTIONS AND DRUG TESTING SERVICES IN ALACHUA AND SARASOTA COUNTIES	
Q&A #	QUESTIONS AND ANSWERS
Question 9	What are the unit prices offered by the vendor of the current contract for: 1. 8-PANEL DRUG TEST- 2. CONFIRMATION TEST- 3. Grand Total Cost for Laboratory Services (Including 8 Panel Drug Test and Confirmation Test Per Specimen) The above unit prices would be similar to the one noted on Page 60 of the RFP.
Answer 9	The current rates for laboratory services in Alachua and Sarasota Counties are provided below: 1. 8-PANEL DRUG TEST- \$6.75 2. CONFIRMATION TEST- \$15.05 (per drug class) 3. The Grand Total referenced on the Price Sheet will be used for award purposes only. Actual laboratory services cost will vary based on the drug class and quantity.
Question 10	What are the total number tests performed on an <u>annual</u> basis for the following by the current vendor for: 1. 8-PANEL DRUG TEST- 2. CONFIRMATION TEST-
Answer 10	In fiscal year 2014-15, Alachua County conducted approximately nine (9) Immunoassay tests and 466 GC/MS confirmations, and Sarasota County conducted 151 Immunoassay tests and 355 GC/MS confirmations. However, please note that the actual quantities for the resultant Contract may change significantly as the scope of work required in this RFP varies from that in the current Contract.
Question 11	Are you able to provide us with the Vendor that the department currently uses for laboratory testing services and results?
Answer 11	See Answer #1.
Question 12	On the pre-proposal conference call, it was explained that a SAMHSA lab is required because of the model you are following. Can you please provide a description of the model that you are following?
Answer 12	The Department's protocol consists of the correctional probation officers collecting the specimens from the offenders. All voided specimens are observed by the same sex gender. Generally, the specimen is initially screened using an on-site device. Upon request by the probation officer, the positive specimens are sent to the Department's contracted SAMHSA certified laboratory to conduct laboratory services for offenders that are on community supervision. The drugs and thresholds are included in Section 4.7 of the RFP.
Question 13	Section 5.7.6 requires Vendors to provide proof of registration to do business in Florida. Business that do not <u>yet</u> have a presence in Florida would not have a need to obtain such registration. Would it be acceptable for vendors to provide this registration subsequent to award, but prior to signing the contract and implementing services?
Answer 13	Vendors must provide proof of registration to do business in Florida with their proposal, in accordance with Section 5.7.6 of the RFP.
Question 14	Section 4.7.7.5 - Is the Department willing to consider the use of a Vendors existing web service APIs that will provide the fastest and most reliable information exchange between the Department and Vendor for both offender testing information and test results?
Answer 14	No, not at this time.

ADDENDUM 4

**FDC RFP-15-099
LABORATORY COLLECTIONS AND DRUG TESTING SERVICES IN ALACHUA AND SARASOTA COUNTIES**

Q&A #	QUESTIONS AND ANSWERS
Question 15	Section 4.7.7.5 - If the Department has an existing method and format that the Vendor will be required to utilize, please provide the specifics regarding such configuration so the Vendor may assess the requirements and compatibility.
Answer 15	The Department's existing practice is to receive a file of test results by secure File Transfer Protocol (FTP). Please see Exhibits A (for file name, format and frequency), B (for encoded drug test descriptions), and C (Sample Data File).
Question 16	Section 4.7.7.5 - Does the Department have the ability to electronically transmit offender information required for testing to the Vendor (e.g., name, ID number, DOB, etc.)? If not, is the Department willing to discuss such a configuration?
Answer 16	The Department does not have this capability, and is unable to consider such an option at this time.
Question 17	Section 4.7.7.5 - Does the County's system have selections available for a drug testing requirement such as testing frequency or test panel selection?
Answer 17	This question is unclear; therefore, the Department is unable to provide a response.
Question 18	4.2: Does the Department require confirmation of all positive screens or only on an as requested basis? Section 4.7, states on an as requested basis, while other sections (e.g., 4.7.5, 4.7.7.1) imply on an automated basis.
Answer 18	Currently, the Department's practice is to request confirmations on an as-needed basis.
Question 19	4.9.1: Will the Department consider CLIA certification?
Answer 19	No, the Department's current protocol consists of a SAMHSA certified laboratory to conduct laboratory services for offenders that are on community supervision.
Question 20	Attachment 2: The first site requirement, implies that SAMHSA certification is required for the collection sites. SAMHSA does not certify collection sites. Can the Department please clarify the desired requirement?
Answer 20	The Vendor's laboratory site(s) shall be SAMHSA certified. Please see the revised Attachment 2 included in Addendum 4. Collection site(s) do not require this certification.

ADDENDUM 4

**FDC RFP-15-099
LABORATORY COLLECTIONS AND DRUG TESTING SERVICES IN ALACHUA AND SARASOTA COUNTIES**

Q&A #	QUESTIONS AND ANSWERS
Question 21	4.7.1: The specimen validity specifications in the RFP relate to testing procedures developed for the Department of Transportation, which involves unobserved specimen collections. Under same gender directly observed specimen collections, it is not possible for the donor to adulterate a specimen, which eliminates the need for pH testing. Additionally, specific gravity is a lesser substitute for creatinine. Incorporating pH and specific gravity validity testing for every sample will increase the price. As an alternative, would the Department have an interest in a price that only conducts pH and specific gravity validity testing on an as needed basis.
Answer 21	At this time, the Department is not considering alternatives. Prices provided should include services specified in the RFP.
Question 22	Does the Department use a random selection and notification system to notify clients of the need to test? If not, what is the current process for notifying clients of the need to test?
Answer 22	The Department has an internal random selection system, but it is not used exclusively. There is no notification system as the probation officer has the discretion to request more testing, if warranted, through scheduled or unscheduled meetings with offenders.
Question 23	If the current process for notifying clients of the need to test does not include random selection and a notification system, would the department have an interest in using this type of process?
Answer 23	No, not at this time.
Question 24	What was the total spending for drug testing programs/services in each County in fiscal year 2014-2015 and fiscal year 2015-2016?
Answer 24	Please see Answer #2.
Question 25	What is the budget for the services required in this RFP and which would be provided under the resulting contract?
Answer 25	The budget for this RFP is undetermined. However, the annual expenditures for laboratory services are provided in Answer #2.
Question 26	What is the Department's fiscal year?
Answer 26	July 1st to June 30th of each year.
Question 27	When does the Department anticipate receiving approval for the drug testing program budget for fiscal year 2016-2017?
Answer 27	July 1, 2016, is the anticipated date for the approval of the drug testing budget for FY 2016-17.

ADDENDUM 4

FDC RFP-15-099 LABORATORY COLLECTIONS AND DRUG TESTING SERVICES IN ALACHUA AND SARASOTA COUNTIES	
Q&A #	QUESTIONS AND ANSWERS
Question 28	4.8.2 For what staff specifically are resumes required to be submitted by the awarded vendor? Company management, laboratory management (e.g., Senior Scientists, Scientific Director, etc.), laboratory personnel (technicians, equipment operators), subcontracted collection facility management, individual specimen collectors?
Answer 28	Resumes are required for all key staff assigned, as indicated in Section 5.9.3 of the RFP.
Question 29	4.7.6 and Attachment 9 – Cost Information Sheet Oxycodone and Oxymorphone are included in the screening and confirmation tests for opiates. However, the amount of oxycodone must be very great in order to appear in the opiate screening test. Hence, most labs also offer a separate test just for Oxycodone. Is the Department interested in a test just for Oxycodone? If so, how should vendors indicate the price for this test in the Cost Information Sheet?
Answer 29	No, not at this time.
Question 30	Attachment 9 – Cost Information Sheet Row A (8-panel drug test) lists: Alcohol, Cocaine, Opiates, Cannabis, Benzodiazepines, Barbiturates, Amphetamines, and DMA/MDA/MDEA. But Row B also includes PCP and Methadon: a) Should PCP and Methadone be included in the screening panel in Row A (making it a 10-panel?) Like other drugs, PCP and Methadone are typically included in an initial screen and then confirmed if detected in the initial screen. b) If PCP and Methadone are not to be included in the initial screening panel, but the Department may wish to add them to the 8-panel drug test, how should vendors indicate the price to add those drugs to the panel?
Answer 30	Currently, PCP and Methadone are not included in the standard 8-panel, but the Department may wish to add PCP and Methadone. Please see the revised Attachment 10 - Optional Services Cost Information Sheet to provide prices for this additional service. Please note, prices from Attachment 10 will not be calculated in the overall tabulation for the cost score of 400 points.
Question 31	Attachment 9 –Cost Information Sheet The cost to perform a collection varies depending on the specific collection site/facility. May vendors indicate a separate cost for collections, instead of including it in the cost per test? If so, how should vendors do so in their proposals?
Answer 31	The cost per test should include collection.
Question 32	Para 4.2: Approximately how many times will an expert testimony be required?
Answer 32	Expert testimony will be required as needed. The Department does not have an estimation of the number of times this will be requested.
Question 33	Para 4.6.1: Is there a minimum number of collection sites required in each county?
Answer 33	The Vendor may submit a proposal for either County (Alachua or Sarasota) or both, and there must be a minimum of one (1) site in the specified county. If the Vendor submits a proposal for both Counties, there must be a minimum of one (1) site in Alachua County and one (1) site in Sarasota County, as required in the RFP.

ADDENDUM 4

**FDC RFP-15-099
LABORATORY COLLECTIONS AND DRUG TESTING SERVICES IN ALACHUA AND SARASOTA COUNTIES**

Q&A #	QUESTIONS AND ANSWERS
Question 34	Para 4.7.9: Does the required training include specimen collection procedures? Will county employees conduct any collections?
Answer 34	State Probation Officers in Alachua and Sarasota Counties will not collect any specimens. Therefore, no specimen collection training will be necessary.
Question 35	Who is the current vendor(s)?
Answer 35	See Answer #1.
Question 36	What are the current fees/costs?
Answer 36	See Answer #2.
Question 37	Is an MRO required?
Answer 37	A MRO is not required.
Question 38	If the posting of the recommended award is April 19, 2016, when will the contract actually be executed?
Answer 38	The posting of the recommended award has been revised to May 9, 2016. The anticipated Contract start date is July 1, 2016.
Question 39	Does the vendor have to have an established office in the within the geographical boundaries of the County at the time of the proposal submittal or will a facility start up plan suffice addressing how the vendor will establish the offices by the time of contract execution? Sections 5.11.3 and 5.11.5 seem to contradict where 5.11.3 seems to allow a plan and 5.11.5 seems to indicate the facility should be established by the time of proposal submittal. Please clarify.
Answer 39	A facility start-up plan will be allowed as stated in Section 5.11.3 of the RFP. However, the Vendor's facility/collection site(s) will be inspected to ensure locations have met all requirements of the RFP within 60 days of posting the Intent to Award.
Question 40	If a sub-contract is established to provide for local collections, does this sub-contract need to be submitted with the proposal or can this be provided at a later date?
Answer 40	Please see Section 6.4 of the RFP.

ADDENDUM 4

FDC RFP-15-099
LABORATORY COLLECTIONS AND DRUG TESTING SERVICES IN ALACHUA AND SARASOTA COUNTIES

Q&A #	QUESTIONS AND ANSWERS
Question 41	In the statement of purpose, it states the Department is requesting proposals from qualified vendors who have a minimum of three (3) years of business/corporate experience. Is this a mandatory requirement to bid or will not having a business established for at least 3 years just not score well in the evaluation process?
Answer 41	To be considered responsive, it is a mandatory requirement that Vendors have three (3) years of business/corporate experience within the last five (5) years, providing, administering, and managing laboratory drug testing services comparable to the requirements and scope of this RFP. Details of the Vendor's experience that meet this requirement should be provided in a narrative form, and should be of sufficient detail for the Department to evaluate its complexity and relevance.
Question 42	Has the Department established a budget for the contract and if so, is this budget published?
Answer 42	Please see Answer #25.
Question 43	Section 5.14.1 indicates the cost points allocated in the scoring will be 400 but Section 5.14.1.2 states 300 points will be awarded. Please clarify
Answer 43	The Cost Points are 400. Please see the revisions to Page 32, attached.