



County of El Paso Purchasing Department
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ADDENDUM 2

To: All Interested Proposers

From: Linda Mena, Inventory Bid Technician

Date: September 19, 2011

Subject: RFP # 11-042, Drug Testing Cups and Laboratory Confirmation Services
for Juvenile Probation Department

The Purchasing Department received questions relating to the above referenced Bid; the following is the response to the questions:

1. On page 7 of the RFP, Section IV., #4, it states that screening products with built in adulterant panels are highly desirable but not required. However, #7 under the same section states, All screening products shall be approved by the F.D.A...
The two requirements contradict one another. There are no such tests that are FDA Approved that also have built in adulteration. Please clarify these two requirements.
[FDA 510K approval required on all on-site testing kits. Additionally, cups with FDA 510K clearance with adulterant panels are available.](#)
2. Currently, the agency uses a device with a built-in indicator/timer for convenience and time saving. Does the agency wish to have this feature for the on-site screening product it is requesting?
[Desirable but not required](#)
3. Currently, the agency is using a device that tests for a single drug per individual channel, making reading the result simple and easy to read, without confusing the end-user with line and drug identification. Does the agency wish to have this feature for the on-site screening product it is requesting?

Yes, there should be separate channels for each specific drug that will render test results for drugs separately.

4. Currently, the agency is using a device that has greater than 97% accuracy for all drugs being tested when compared to GC/MS. Does the agency wish to have these accuracy levels be a bare minimum for evaluating the on-site screening product?

Yes

5. Can you please tell us who the incumbent provider is for your lab services and devices?

Phamatech and Redwood

6. If possible, could we get a copy of the current contract(s)?

We don't have a current contract

7. If possible, could we get a copy of the bid tabs form the last time this commodity went to bid?

Refer to Attachment 1

8. Regarding the lowest level of detection (LOD) (page 5 of bid document), does the County have specific cutoff levels that they require for LOD confirmation testing?

No the county does not have specific cutoff levels. The county is seeking a lab provider who through its technology can test samples to the lowest level of detection.

9. When the County asks that the cost for GC/MS be per specimen, not per drug, will the County identify which drugs to test for confirmation based on on-site results?

Yes, on the provided chain of custody from the lab, the county will specify based on positive results on the on-site or based off of suspicion.

10. What is the County's confirmation percent positive rate for the last year?

On on-site test kits or specimens sent to the lab?

11. Is after-hour or weekend emergency order placement (page 8 of bid document) required for this bid, or merely preferred?

Preferred

12. Regarding the evaluation of bid responses by cost: Will the County be calculating total points based on unit prices or will estimated volumes specified in the bid document calculated into the weight of each item?

Unit prices

13. Regarding the bid bond (page 1 of the bid document), we want to know if we need to provide one with this bid or not? Is the \$ 100,000 calculated based on the volumes provide by the County in the bid over 3 years?

No, however if the vendor provides a total cost of \$100,000 or more, then a bid bond is required.

14. Additionally, I did not see volumes for laboratory-based screens or specialty tests; are those calculated?

An average of 75 specialty tests are requested annually.

Approximately 300 specimens are sent to the lab annually as well.

15. Similarly, regarding item 6 on page 12, "Proposal unit price on quantity specified-extended and show total: - what are the volumes used to calculate extended price? Since there may be multiple configurations of devices presented and also some specialty tests performed, how can we extend to accurately reflect the total?

You can provide us with a quote based on quantity to be ordered by configurations (eg. 1-100 cups of Product A at \$3.00 each, 101-200 of Product A at \$2.50, etc...) Additionally, a determination as to what products will meet our needs and what quantity of each we estimate needing on annual basis will be determined prior to awarding the bid

and can be discussed with the selected vendor to determine costs based on volume as stated in the bid submitted.

16. Regarding confirmations (item 6 on page 6 of the bid document), does the County mean to say they will accept both Gas Chromatography/Mass Spectrometry (LC/MS/MS) as acceptable confirmation method?

Yes

17. Regarding “current SAMHSA cutoff levels” (p. 7), is the County aware that a SAMSHS cutoffs were lowered in October of last year and may not match what the County currently uses? If so, is this a new requirement, or will the County accept devices with other industry-standard cutoffs?

We are aware that the cutoff levels lowered in October. However, we will accept configurations that meet the SAMHSA cutoffs levels that were in effect prior to October 2010.

18. Regarding samples; do we need to provide 2 samples of every possible configuration of cup from 6 drugs up through X drugs, or 2 samples of every 6-drug cup configuration, or just 2 samples of every style of 6-drug cup (i.e. one that has adulteration strips, one that does not, one that requires inverting or tipping of cup, one that does not)?

We are requesting 2 samples of each cup configuration that the vendor will be bidding on.

19. What will be contract start date be?

Anticipated, November 1, 2011

20. Will GC/MS or LC/MS/MS confirmations be performed automatically, or by request? This will help us determine how to structure price – either with confirmation built-in, or separate.

Automatically on all specimens to the lab