

Drug Testing Laboratory Services RFP # ACFS-20-003
Responses to Questions Received from Potential bidders
December 28, 2018

Item	RFP Section referenced from the Bidder's Question	Question	Response	Response RFP Section
1.		What is the name of the incumbent laboratory provider?	CSS Inc. 20 E. Clementon Road Suite 201-S Gibbsboro, NJ 08026	
2.		Who is the incumbent provider of the services?	CSS Inc. 20 E. Clementon Road Suite 201-S Gibbsboro, NJ 08026	
3.		What are the prices currently being paid for the services?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 34 of Contract.	
4.		Is the current contract available to view? If so, what is the RFP#?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..."	
5.		p.10, 1.3.2 Personnel – Would the Agency please clarify what type(s) of "certification" are typically provided?	The Contractor shall provide to the Agency its laboratory certifications for all test types. At a minimum, the Contractor shall be certified by the College of American Pathologists	Reference this Lab RFP: Section 1.3.4 Specific Test Methodology and Laboratory Requirements. Page 15
6.		Would the Agency please confirm that the Agency collection contractor reads/interprets the results of instant tests?	The Agency's Drug Testing Collections contractor will read/interpret the initial results of an instant tests and will send all presumption positives to the laboratory contractor for confirmation.	SEE RFP ACFS-20-002.Drug Testing Collection Services
7.		How many collection facilities are there? What are the addresses of the current location of collection facilities?	There are currently 48 Fixed Collection Sites across the state. Please see document posted to Bid Opportunities named "8.Current.Fixed Site Locations..."	
8.		How many times in the past year	It has been determined that	Reference this Lab

		did the Agency use in-person expert witness testimony? Telephonic testimony? How many litigation packets were requested in the past year?	In person expert testimony is cost prohibited. As such the Agency does not require in person court testimony under this RFP. About telephonic testimony, there has been approximately 10-15 requests. Litigation packets are not required under this RFP..	RFP: Section 1.3.2.2 Expert Testimony.
9.	<p>1.3.2.1 Supplies and Support.</p> <p>A. The Contractor shall be responsible, at no additional charge to the Agency and/or Agency collection contractor, for the supplies to collect all types (Urine, Instant Test Kits and Instant Confirmation, Hair, and Sweat Patch) of samples for drug screening/testing including the electronic Chain of Custody forms/template and other materials necessary for the specimen collection to be completed in accordance with industry standards. This will include all supplies, shipping costs, and cost of screening and confirmation of all panels with a presumptive positive.</p>	What is the positivity rate of the samples by sample type? How many confirmation tests by sample type?	<p>The Agency does not track the number of confirmation tests the laboratory contractor had to conduct on each test panel. The Agency does track the number of tests that show a positive result for a test panel.</p> <p>Below are overall positive approximate rates :</p> <p><u>Bath Salt Panel</u>-0.0% Positive Rate</p> <p><u>K2 Panel</u>- 3.0% Positive Rate</p> <p><u>9 Panel+ alcohol</u>- 23.0% Positive Rate</p> <p><u>9 Panel</u>- 26.95% Positive Rate</p> <p><u>14 Panel</u>-26.18% Positive Rate</p> <p><u>Patch</u>-35.66% Positive Rate</p> <p><u>Hair</u>- 47.66% to 51.05% Positive Rate</p>	
10.		<p>The contractor, at no additional charge to the Agency....please elaborate on the what the below entails:</p> <p>a. Instant Test Kits and Instant Confirmation</p> <p>b. Cost of screening and confirmation of all panels with presumptive positive</p>	<p>1.3.2.1 Supplies and Support.</p> <p>A. The Contractor shall be responsible, at no additional charge to the Agency and/or Agency collection contractor, for the supplies to collect all types (Urine, Instant Test Kits and Instant Confirmation, Hair, and</p>	Reference this Lab RFP: Section 1.3.2.1 Supplies and Support. Page 10 and Attachment I. Cost Proposal.

			Sweat Patch) of samples for drug screening/testing including the electronic Chain of Custody forms/template and other materials necessary for the specimen collection to be completed in accordance with industry standards. This will include all supplies, shipping costs, and cost of screening and confirmation of all panels with a presumptive positive. In addition , The Cost Proposal contains prices for confirmation and additional drug added to existing panel.	
11.		Who currently provides the Agency's Testing and laboratory Services?	CSS Inc. 20 E. Clementon Road Suite 201-S Gibbsboro, NJ 08026	
12.		What are the costs per test that the Agency currently pays?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 34 of Contract.	
13.		Could Agency provide the current contract(s)?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 34 of Contract	
14.		How is the random selection process conducted currently?	Collections contractor uses the number of total tests, length of time in which the tests are to occur and a randomizing matrix.	See RFP ACFS-20-002.Drug Testing Collection Services
15.		How are clients notified of the need to test currently	Currently, clients are notified of the need to test through a call-in system with a toll free telephone number and a website that informs the client as to the date, time and location for providing a drug testing sample.	See RFP ACFS-20-002.Drug Testing Collection Services Reference: Section 1.3.1 Drug Testing Authorizations and Call-In Systems. B.1. Page 11.
16.		What data systems does the Agency currently utilize	The Agency has a Microsoft .net web application with MS SQL 2016 for its data	

			<p>storage. The existing system will be upgraded prior to the new contract going into effect. The Agency have interfaces with the drug testing authorization for getting data to existing internal Agency systems as well as outside providers e.g., invoices from laboratory.</p> <p>Agency has the flexibility to setup interfaces with other systems either by batch or real-time via web services.</p>	
17.		Does the current vendor employ a dedicated collection staff? If so, what is the cost?	The Agency does not know the cost of current vendor's staff and does not know if staff are 100% dedicated to collections.	See RFP ACFS-20-002.Drug Testing Collection Services
18.		Please describe the Agency's current method of specimen collection, either by Agency staff or the vendor providing collection services	The modes of collection includes Fixed Collections Sites throughout the Agency's five Service Areas in addition to In-home Testing and In-Home Emergency Testing.	See RFP ACFS-20-002 Drug Testing Collection Services <i>Reference: Section 1.3.1.1. Fixed Site Collections Page 11 and 1.3.1.4 In-Home Testing and In-Home Emergency Testing, Page 12</i>
19.		Does the Agency send all presumptive positives for confirmation?	Yes, when an instant test result is a presumptive positive the Collection Contractor shall send the sample to the Laboratory Contractor for confirmation.	See RFP ACFS-20-002 Drug Testing Collection Services <i>Reference: Section 1.3.1.5 Types of Collections. Page 13- 14</i>
20.		What is the Agency's current positive rate?	<p>The Agency does not track the number of confirmation tests the laboratory contractor had to conduct on each test panel. The Agency does track the number of tests that show a positive result for a test panel.</p> <p>Below are overall positive approximate rates:</p> <p><u>Bath Salt Panel</u>-0.0%</p>	

			Positive Rate <u>K2 Panel</u> - 3.0% Positive Rate <u>9 Panel+ alcohol</u> - 23.0% Positive Rate <u>9 Panel</u> - 26.95% Positive Rate <u>14 Panel</u> -26.18% Positive Rate <u>Patch</u> -35.66% Positive Rate <u>Hair</u> - 47.66% to 51.05% Positive Rate	
21.		What is the cost per confirmation that the Agency currently pays?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 34 of Contract.	
22.		How is the Agency testing for alcohol?	Urine 9 panel plus alcohol	
23.		What is the (alcohol) cost per test?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 34 of Contract.	
24.		What is the Agency historic average number of expert testimonies per year?	In person expert testimony is cost prohibited. As such the Agency does not require in person court testimony under this RFP. In regard to telephonic testimony, there has been approximately 10-15 requests. Litigation packets are not required under current contract..	Reference this Lab RFP: Section 1.3.2.2 Expert Testimony page 11
25.		Does the Agency plan to conduct vendor interviews after bids are submitted, prior to award notification?	No, there will be no vendor interviews.	
26.		Is there a percentage set aside for small business entity?	The Agency believes this question is in reference to Evaluation and Scoring. There are no points set aside for small business entity.	
27.		Is there a percentage set aside for women/minority owned business?	The Agency believes this question is in reference to Evaluation and Scoring. There are no points set	

			aside for minority business entity.	
28.		Please clarify. The attachment containing Agency drug testing data lists information by region. Are there multiple collection sites within each region?	Yes, there are five Agency Service Areas across the state and within each Service Area there are multiple fixed collection sites.	
29.		In total, how many actual collections sites will there be per region?	Under the Collections RFP, the expected number of Fixed Collection Sites per Service Area has approximately as follows: Western Service Area has 16 sites; Northern Service Area has 14; Eastern Service Area has 7; Cedar Rapids has 11 and Des Moines Service Area has 7.	See RFP ACFS-20-002 Drug Testing Collections Attachment H-2 page 49
30.		Does the vendor need to have a registered agent in the state in order to do business?	Yes, the Vendor is required to have a registered agent with Iowa Secretary of State to do business with the Agency. For additional information, see The Iowa Secretary State website.	
31.		Will you allow for follow-up questions based upon your answers? If so, what is the timeframe in which follow-up questions can be asked?	No, there will be no follow up questions.	
32.		What happens if the estimated numbers indicated in the bid process are not remotely met?	The Agency anticipates that the selected bidder will provide services as requested by the Agency. The Agency does not guarantee that any minimum compensation will be paid to the bidder or any minimum usage of the bidder's services.	Reference this Lab RFP: Section 2.31 No Minimum Guaranteed.
33.		Contractually, what happens if the estimated volume portrayed is not relative the actual volume that occurred?	The Agency anticipates that the selected bidder will provide services as requested by the Agency. The Agency does not guarantee that any minimum compensation will be paid to the bidder or any minimum usage of the bidder's services.	Reference this Lab RFP: Section 2.31 No Minimum Guaranteed.
34.		On a scale of 1-5 with 5 being most	The Agency anticipates	Reference this Lab

		confident, what is your confidence level in the estimated volume?	that the selected bidder will provide services as requested by the Agency. The Agency does not guarantee that any minimum compensation will be paid to the bidder or any minimum usage of the bidder's services.	RFP: Section 2.31 No Minimum Guaranteed.
35.		<p>What was your positive rate last year for:</p> <p>9 Panel UA 9 Panel UA + Alcohol 14 Panel UA Sweat Patch</p>	<p>The Agency does not track the number of confirmation tests the laboratory contractor had to conduct on each test panel. The Agency does track the number of tests that show a positive result for a test panel.</p> <p>Below are overall positive approximate rates :</p> <p><u>Bath Salt Panel</u>-0.0% Positive Rate <u>K2 Panel</u>- 3.0% Positive Rate <u>9 Panel+ alcohol</u>- 23.0% Positive Rate <u>9 Panel</u>- 26.95% Positive Rate <u>14 Panel</u>-26.18% Positive Rate <u>Patch</u>-35.66% Positive Rate <u>Hair</u>- 47.66% to 51.05% Positive Rate</p>	
36.		Confirmation of Presumptive Positives	<p>The Agency does not track the number of confirmation tests the laboratory contractor had to conduct on each test panel. The Agency does track the number of tests that show a positive result for a test panel. The Agency anticipates that 30 % of the instant tests will be sent to the laboratory for confirmation.</p> <p>Below are overall positive approximate rates :</p> <p><u>Bath Salt Panel</u>-0.0%</p>	

			<p>Positive Rate</p> <p><u>K2 Panel</u>- 3.0% Positive Rate</p> <p><u>9 Panel+ alcohol</u>- 23.0% Positive Rate</p> <p><u>9 Panel</u>- 26.95% Positive Rate</p> <p><u>14 Panel</u>-26.18% Positive Rate</p> <p><u>Patch</u>-35.66% Positive Rate</p> <p><u>Hair</u>- 47.66% to 51.05% Positive Rate</p>	
37.		What software program is currently being utilized with reference to data storage and report transmission?	<p>The Agency has a Microsoft .net web application with MS SQL 2016 for its data storage. The existing system will be upgraded prior to the new contract going into effect. The Agency have interfaces with the drug testing authorization for getting data to existing internal Agency systems as well as outside providers e.g., invoices from laboratory.</p> <p>Agency has the flexibility to setup interfaces with other systems either by batch or real-time via web services.</p>	
38.		Referring to page 9 Section 1.3.1.B, Is the Q&A a new requirement for 2019?	Yes, this a new requirement.	Reference this Lab RFP: Section. 1.3.1 General Requirements. Page 8-9
39.		Referring to page 9 Section 1.3.1.B, If this was utilized in previous contract years, what digital platform was utilized?	This was not utilized in previous contract.	
40.		<p>Referring to page 13 Section 1.3.3. Drug testing Standards please indicate the drugs required for the:</p> <p>9 Panel UA</p> <p>9 Panel UA + Alcohol</p> <p>14 Panel UA</p> <p>10 Panel Instant</p>	See Second Amendment attached to BID Opportunities	Reference Second Amendment this Lab RFP: Section 1.3.3 Drug Testing Standards
41.		Referring to page 13 Section 1.3.3. Drug testing Standards, what	The Agency does not track the positive rate to this	

		is the positive rate for: Fentanyl Meperidine Nalbuphine Pentazocine Alcohol	level.	
42.		Referring to page 13 Section 1.3.3. Drug testing Standards, when referring to alcohol do you mean EtG or Ethanol?	Ethanol Methodology for Testing Alcohol	Reference Second Amendment this Lab RFP: Section 1.3.3 Drug Testing Standards.
43.		How many times were the following drugs requested during the previous contract? Fentanyl Meperidine Nalbuphine Pentazocine	The Agency does not track the to this level.	
44.		Referring to page 15 Section 1.3.4. Specific test Methodology and Lab requirements, will you accept CLIA (Clinical Laboratory Improvement Amendments) in lieu of a CAP certification?	No. The Contractor shall be certified by the College of American Pathologists at a minimum. If the Contractor is using laboratory subcontractors, then subcontractors shall be certified by the College of American Pathologists at a minimum.	Reference this lab RFP: Bidder Eligibility Requirements. Page 5
45.		Referring to page 15 Section 1.3.4. Specific test Methodology and Lab requirements, will you accept a sub-contractor that has CAP and main laboratory has the CLIA certification?	No. The Contractor shall be certified by the College of American Pathologists at a minimum. If the Contractor is using laboratory subcontractors, then subcontractors shall be certified by the College of American Pathologists at a minimum.	Reference this lab RFP: Bidder Eligibility Requirements. Page 5
46.		Referring to page 18 Section 1.4.3. Program Improvement Plan, must a plan be submitted with the bid?	No, A Program Improvement Plan is the result of Contractor not performing to contractual requirements. This section would be applicable if the contractor is not meeting contractual requirements.	Reference this lab RFP: Section 1.4.3 Program Improvement Plans.
47.		Referring to page 12 Section 1.3.2.3 Training, is remote training acceptable for both initial and annual training?	The Contractor shall provide to the Agency Initial Training for Agency and Agency staff through a webinar or similar mode.	Reference this lab RFP: Section 1.3.2.3 Training.

			The Contractor shall provide to the Agency Annual Training for Agency staff through a webinar or similar mode	
48.		Referring to page 12 Section 1.3.2.3 Training, in the annual training will the state cover travel and lodging of the trainer?	<p>No, the Agency will not cover travel and lodging for a trainer regarding the annual training requirement.</p> <p>The Contractor shall provide to the Agency Initial Training for Agency and Agency staff through a webinar or similar mode.</p> <p>The Contractor shall provide to the Agency Annual Training for Agency staff through a webinar or similar mode</p>	Reference this Lab RFP: Section 1.3.2.3 Training.
49.		Referring to page 30 Section 3.2.4.1 Eligibility requirements, You state that CAP will be accepted at “a minimum”. Are you stating that CAP is a requirement?	<p>The Contractor shall be certified by the College of American Pathologists at a minimum.</p> <p>If the Contractor is using laboratory subcontractors, then subcontractors shall be certified by the College of American Pathologists at a minimum.</p>	Reference this lab RFP: Bidder Eligibility Requirements. Page 5
50.		Referring to page 33 Technical Proposal Components, It states the general requirements is weighted 150 but maximum points is 600. Please clarify Weight system.	Points will be assigned to each evaluation component with a range of 0 to 4, with 4 being the highest. When Bid Proposals are evaluated, the total points for each component are comprised of the component’s assigned weight multiplied by the score the Bid Proposal earns. Points for all components will be added together. Please refer to Section 4 Evaluation of Bid Proposals starting on page 32	Reference this lab RFP: Section 4.3 Proposal scoring and Evaluation Criteria. Page 32
51.		On page 47 Attachment H, there is a reference made to a random drug testing system. Is this a requirement of this bid or an optional feature?	Random drug testing is not a requirement or feature of this RFP. Random drug testing is a requirement of the collections contractor.	

52.		On page 47 Attachment H, what type of random system have you utilized in the past?	Collections contractor uses the number of total tests, length of time in which the tests are to occur and a randomizing matrix.	
53.		On page 52 Workers Compensation and employer liability, Does the vendor have to retain this insurance according to Iowa law even if it does not employ workers in the state?	Workers' compensation is a form of insurance providing wage replacement and medical benefits to employees injured in the course of employment in exchange for mandatory relinquishment of the employee's right to sue his or her employer for negligence. Every state has its own workers' compensation laws, which are contained in statutes, and vary somewhat from state to state. In addition, there are special workers' compensation laws for employees of the federal government, and still others for workers in specific types of industries such as railroad employees.	
54.		What is the current price the State is receiving?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 34 of Contract.	
55.		What was the original bid price at the beginning of the contract?	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 35 of Contract.	
56.		Have there been any amendments to the contract since its inception? Can you please provide a copy of those amendments	See Document Posted to Bid Opportunities named "Current Contract. RFP.ACFS20003..." Price Schedule on page 35 of Contract.	
57.		1.3.4. Can a forensic CAP certified laboratory be used to perform	The Contractor shall be certified by the College of	Reference this lab RFP: Bidder

		testing using the Cut off levels established in the RFP?	American Pathologists at a minimum.	Eligibility Requirements. Page 5
58.		1.3.4.1 and 1.3.4.4. Many states require POCT products to be manufactured in the United States. Is this a requirement for this testing methodology?	Any POCT product must meet and be in accordance with industry standards. RFP does not identify manufacturing country.	Reference this lab RFP: Section 1.3.2.1 Supplies and Support. A page 10
59.		Attachment H. Many states have two types of hair testing. Parents/adults are tested for ingestion with a specific testing methodology and children are tested for exposure using a different testing process. Costs vary based on testing process. Which methodology are you using today?	Ingested Methodology is used for all hair samples.	Reference Second Amendment this Lab RFP: Section 1.3.3 Drug Testing Standards
60.		4. Medical Review Officer Functions. Is the program using a medical review officer to review positive test results? If so, who is it using?	The Medical Review Officer Functions do not apply to this contract and as result the Agency does not have a Medical Review Officer for this contract.	
61.	1.3.2.1	1.3.2.1. The RFP states the vendor will submit a shipping plan that includes methods used, overnight, 3rd day, etc. Given the variance in cost is there a method that should be used for modeling pricing?	No. 1.3.2.1 Supplies and Supports contains requirements of shipping plan.	Reference this Lab RFP: Section 1.3.2.1 Supplies and Support including (3 a)
62..		6. 1.3.4.5. Is it a requirement to use the current sweat-patch provider if bidder has other lab vendor resources?	The Contractor shall provide the Agency with PharmChem Inc./the PharmChek® Drugs of Abuse Sweat Patch (Sweat Patch) Standard Panel for Agency authorized utilization. (The RFP does not identify a specific vendor).	Reference the lab RFP: Section 1.3.4.5 Sweat, through Sweat Patch Collection.
63.		How many Letter of Intent to Bid did the DHS receive for this RFP?	See document Posted to Bid Opportunities named "Letters of Intent..."	
64.		What bidders submitted a Letter of Intent to Bid?	See document Posted to Bid Opportunities named "Letters of Intent..."	

