

Question #1:

Is it the intention of USC/OCA to obtain 61 analyzers (1 per county x 61) as seemingly mentioned on pg. 5?

**Answer #1: No. We cannot guarantee any specific number of analyzers for each county. The decision to order analyzers is within each county's discretion. Judicial Districts are responsible for placing the orders.**

Question #2:

Are annual number of tests on pg. 16 in reference to tests conducted per analyzer or are they in reference to state-wide numbers for all 61 analyzers?

**Answer #2: The annual number of tests state-wide quantities.**

Question #3:

Will all 8,000 participants referenced on pg. 10 test under contractual terms once bid is awarded? **Yes**

- If so, how often will they test per week? **Testing is random but at least weekly.**
- What is the typical panel configuration for each participant? **Right now, the most popular configuration used by Courts is a 10-panel cup.**

**Answer #3: The contract that will be awarded will cover an estimated 8,000 participants per year. Number of participants may vary from year to year. See paragraph Estimated Quantities, p. 23.**

Question #4:

How are participants notified of testing?

Answer #4:

**Notification is done by a) a random calling system, or 2) drug testing when individual comes to Court, or 3) as part as a case management appointment.**

Question #5:

What is the anticipated start date of the contract?

- What is the timeline for installation and implementation after award of contract? Is it expected that all 61 counties will start at the same time or will this be implemented in phases (i.e., District by District)?

**Answer #5: The contract's initial term of three (3) years ("Initial Term") shall be effective on or around January 1, 2018. Program will be implanted in phases over the life of the contract. Courts will order on an as-needed basis.**

Question #6:

Can you further elaborate the last point on pg. 11 under the section entitled, “Analyzer?”

- Are you requesting the vendor to provide either GC/MS or LC/MS confirmation testing?
- If so, where do we include the pricing, since the price sheet does not include that option?

**Answer #6: The vendor may decide to use or GC/MS or LC/MS methodology. Pricing for methodology must be included in the “per test” price. See AMENDMENTS.**

Question #7:

Can you further elaborate on the first bullet point, on pg. 12 under the section entitled, “Data management/Laboratory management software?”

- Is it sufficient to have a web-based portion of the software that allows USC users to access results and other reporting capabilities or does the laboratory management software need to be web-based in its entirety, including specimen entry, review and processing?

**Answer #7: Please see Amendment to Section C. Hardware and Software, in AMENDMENTS.**

Question #8:

Pg 11: Analyzer – with USC staff operating equipment and conducting initial, on-site testing, Bidder presumes Workers’ Compensation requirement for NY is non-applicable, since Bidder does not hire or retain any employees in NY. Is this correct?

**Answer #8: Under NYS law, all bidders are required to submit a certificate of worker’s compensation and a certificate of disability benefits insurance coverage, or a certificate of exemption therefrom. Please refer to paragraph Insurance Requirements pp. 26, 27.**

Question #9:

Pg 28: **Financial Stability** – As Bidder and a privately owned company, audited financial statements are not prepared annually.

In lieu of this, Bidder would provide various financial (Balance Sheet/Income Statement, etc.) reports. Would these be acceptable?

**Answer #9: Yes**

Question #10:

There is no one test reagent for Fentanyl. It is a sequence.

**Answer #10: Bidders must bid on all items, including all reagents, or their bid response will be disqualified.**

Question #11:

Due to the extensive work that is required to complete the RFP response, can we request that the RFP be extended from the current due date of October 5, 2017?

**Answer #11:**

**The bid opening date has been postponed. The new bid opening date is 10/19/2017 at 3:00 pm.**

Question #12:

Pg. 16 lists the annual number of tests for each assay. Are these volumes per each site or for all 61 sites combined? Also please confirm the total overall volume of EACH drug test.

**Answer #12: The annual number of tests represents state-wide quantities. Annual number of tests and annual quantities in ML are confirmed. Please see Amended Exhibit A/Pricing Sheet.**

Question #13:

Referring to section V. Pricing & Billing - There may be specs in this bid that no vendor can provide such as commercially available screening tests for bath salts. As a result, will a lack of response result in disqualification?

**Answer #13: Bath Salts and Ketamine have been removed from this section and are not a requirement of this bid solicitation. See AMENDMENTS.**

Question #14:

Pg. 10 states the use of LCMS technology. Can you please clarify what this point means and how LCMS relates to this on-site drug screening analyzer bid?

**Answer #14: Vendor may decide to use LC/MS or GC/MS methodology. See AMENDMENTS.**

Question #15:

Pg. 11 – Must the analyzer need to be new or certified refurbished by the manufacturer?

**Answer #15: New**

Question #16:

pg. 12 – Please clarify the data management/software needs. Will you need web base or cloud base technology?

**Answer #16: Please see Amendment to Section C. Hardware and Software, p.12 of the bid specifications.**

Question #17:

Pg. 12 - Please more clearly define Section C -Hardware and Software, data management requirements related to being “web based” and “possible customization as needed in the future”? In order to respond this bullet, detailed specs and additional information is required.

- a. Clearly define your IT’s view of ‘Web Based’ setup and how managed/maintained either via portals in and out of your network, possibility of onsite vendor provided hardware, site provided hardware, virtual hardware, everything online or some mix there in.

**Answer #17: Please see Amendment to Section C. Hardware and Software, in AMENDMENTS.**

Question #18:

pg. 13 – Additional Supplies – please clarify what type of testing cups will be needed.

**Answer #18: Testing cup is the container in which participants provides their urine.**

Question #19:

Is the annual number of tests per location or is that the annual number of tests for all 62 locations combined?

**Answer #19: Numbers are state-wide.**

Question #20:

What are the desired screening cutoff levels for all drugs listed?

**Answer #20: Please see Pricing Sheet for a list of cut-off levels.**

Question #21:

What do you currently pay per test for each of the drugs listed?

**Answer #21: We do not disclose pricing nor pricing structure during the restricted procurement period.**

Question #22:

Does this price include the equipment, calibrators, controls, consumables, LIS and data management system and LC/MS testing as written this the request for proposal?

**Answer #22: Yes. See paragraph “Pricing/Compensation” pp. 8-9 of the RFB specifications and section V. Pricing and Billing, paragraph “Pricing/Compensation” in AMENDMENTS.**

Question #23:

How many LC/MS tests are conducted each year under your current program?

**Answer #23:**

**Only 1 county is currently using a LC/MS test now; most counties currently use instant testing. The purpose of the RFB is to make LC/MS testing available for all the Courts throughout the State of New York.**

Question #24:

How many times under the current contract has afterhours service been required (business hours being 8-5 M-F)?

**Answer #24: None. All testing to be done during business hours, Monday through Friday.**

AMENDMENTS: see p.6.

AMENDED EXHIBIT A/PRICING SHEET: see pp.7-11.

**AMENDMENTS**

The following sections are amended as follows:

V. PRICING AND BILLING, paragraph “Pricing/Compensation:

The following sentence is added:

**The per test price must also include either GC/MS or LC/MS confirmation testing.**

VI. SCOPE OF SERVICES/MATERIAL SPECIFICATIONS, TOTAL DURG TESTING SYSTEM, paragraph “Components”:

The following sentence is added:

[Use of LCMS technology.] **Vendor may decide to use LC/MS or GC/MS methodology.**

**B. REAGENTS, CONTROLS/CALIBRATORS**

Bath Salts and Ketamine have been removed from this section and are not a requirement of this bid solicitation. See Exhibit A/Amended Pricing Sheet.

C. HARDWARE AND SOFTWARE, paragraph “Data management/Laboratory management software:

First bullet: The sentence “Be web based and allow for possible customization as needed in the future.” has been removed and is replaced by the sentence **“Provide a user interface which allows the UCS staff to enter information such as docket number, episode number or other key identifiers which will allow the results to be matched back to the UCS case management system(s).”**

VII. EXHIBIT A/PRICING SHEET is amended because Bath Salts and Ketamine have been removed from and are not a requirement of this bid solicitation.

**AMENDMENTS**

**AMENDED EXHIBIT A/PRICING SHEET**

**Bidders must complete this Amended Exhibit A/Pricing Sheet or their bid response will be disqualified.** Do not use the prior Exhibit A/Pricing Sheet.

- Bidder must bid on all items or its bid response will be disqualified.
- “Per test” price is the price of one test among the many tests yielded by one bottle/kit of the relevant reagent.
- All quantities are estimated, state-wide quantities.
- If Bidder does not charge for any specific item, including additional supplies, enter \$0.00.

| <b>1. REAGENTS</b>              | <b>PER TEST PRICE</b> | <b>ANNUAL NUMBER OF TESTS</b> | <b>ANNUAL COST</b> |
|---------------------------------|-----------------------|-------------------------------|--------------------|
| Amphetamine/<br>Methamphetamine | \$ _____              | 3000                          | \$ _____           |
| Barbiturate                     | \$ _____              | 3000                          | \$ _____           |
| Benzodiazepine                  | \$ _____              | 3000                          | \$ _____           |
| Buprenorphine (suboxone)        | \$ _____              | 4000                          | \$ _____           |
| Cannabinoid (THC)               | \$ _____              | 4000                          | \$ _____           |
| Cocaine                         | \$ _____              | 2000                          | \$ _____           |
| Creatinine                      | \$ _____              | 4000                          | \$ _____           |
| Ecstasy/MDMA                    | \$ _____              | 2000                          | \$ _____           |
| ETG                             | \$ _____              | 7000                          | \$ _____           |
| Methadone                       | \$ _____              | 4000                          | \$ _____           |
| Morphine (6-am)                 | \$ _____              | 4000                          | \$ _____           |
| Opiates                         | \$ _____              | 4000                          | \$ _____           |

**AMENDMENTS**

|                                     |          |      |          |
|-------------------------------------|----------|------|----------|
| Oxycodone                           | \$ _____ | 2000 | \$ _____ |
| Phencyclidine (PCP)                 | \$ _____ | 2000 | \$ _____ |
| Fentanyl                            | \$ _____ | 2000 | \$ _____ |
| Synthetic<br>Cannabinoid/Spice/K2   | \$ _____ | 3000 | \$ _____ |
| TOTAL ANNUAL COST -1.<br>(REAGENTS) |          |      | \$ _____ |

**Bidder's Name:** \_\_\_\_\_



**AMENDMENTS**

**Amended Exhibit A/Pricing Sheet (cont.)**

| <b>2.<br/>CONTROLS/CALIBRATORS<br/>FOR REAGENTS:</b>    | <b>PRICE PER<br/>10 ml</b> | <b>ANNUAL<br/>QUANTITY<br/>1,000 ml</b> | <b>TOTAL<br/>ANNUAL COST</b> |
|---|----------------------------|---|------------------------------|
| Amphetamine/<br>Methamphetamine                         | \$ _____                   | X 100                                   | \$ _____                     |
| Barbiturate   | \$ _____                   | X 100                                   | \$ _____                     |
| Benzodiazepine  | \$ _____                   | X 100                                   | \$ _____                     |
| Buprenorphine (suboxone)                                | \$ _____                   | X 100                                   | \$ _____                     |
| Cannabinoid (THC)                                       | \$ _____                   | X 100                                   | \$ _____                     |
| Cocaine   | \$ _____                   | X 100                                   | \$ _____                     |
| Creatinine  | \$ _____                   | X 100                                   | \$ _____                     |
| Ecstasy/MDMA  | \$ _____                   | X 100                                   | \$ _____                     |
| ETG   | \$ _____                   | X 100                                   | \$ _____                     |
| Methadone   | \$ _____                   | X 100                                   | \$ _____                     |
| Morphine (6-am)   | \$ _____                   | X 100                                   | \$ _____                     |
| Opiates   | \$ _____                   | X 100                                   | \$ _____                     |
| Oxycodone   | \$ _____                   | X 100                                   | \$ _____                     |
| Phencyclidine (PCP)                                     | \$ _____                   | X 100                                   | \$ _____                     |
| Fentanyl  | \$ _____                   | X 100                                   | \$ _____                     |
| Synthetic Cannabinoid/Spice/K2                          | \$ _____                   | X 100                                   | \$ _____                     |
| <b>TOTAL ANNUAL COST -2.<br/>(CONTROLS/CALIBRATORS)</b> |                            |   | \$ _____                     |

**Bidder's Name:** \_\_\_\_\_

**AMENDMENTS**

**Amended Exhibit A/Pricing Sheet (cont.)**

| <b>3. ADDITIONAL SUPPLIES</b>                               | <b>UNIT PRICE</b> | <b>ANNUAL QUANTITIES</b> | <b>ANNUAL COST</b> |
|---|-------------------|--------------------------|--------------------|
| CUVETTE, 500  | \$ _____          | 24                       | \$ _____           |
| TESTING TUBE, 500   | \$ _____          | 24                       | \$ _____           |
| EMPTY REAGENT BOTTLE WITH CAP, 20                           | \$ _____          | 600                      | \$ _____           |
| PIPETTES, 500   | \$ _____          | 24                       | \$ _____           |
| TESTING CUPS, 1000  | \$ _____          | 24                       | \$ _____           |
| BAR CODE LABELS, 10 rolls                                   | \$ _____          | 100                      | \$ _____           |
| CALIBRATION CUPS, 500                                       | \$ _____          | 24                       | \$ _____           |
| SODIUM HYPOCHLORITE (or equivalent cleaner) <u>per 1 L.</u> | \$ _____          | 5                        | \$ _____           |
| HYDROCHLORIC ACID (or equivalent cleaner) <u>per 1 L.</u>   | \$ _____          | 5                        | \$ _____           |
| TOTAL ANNUAL COST -3. (ADDITIONAL SUPPLIES)                 |                   |                          | \$ _____           |

|  |  |  |          |
|--|--|--|----------|
| <b>GRAND TOTAL ANNUAL COST 1.+ 2. + 3.</b> |  |  | \$ _____ |
|--|--|--|----------|

**Bidder's Name:** \_\_\_\_\_

**AMENDMENTS**

**Amended Exhibit A/Pricing Sheet (cont.) Signature page**

**Bidder's Name:** \_\_\_\_\_

**Authorized Officer's Name and Title:** \_\_\_\_\_

\_\_\_\_\_  
**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_