

MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *Bmw*
DATE: June 19, 2012
SUBJECT: Approve the Award of Competitive Bid No. 10195 for Drug and Alcohol Testing Services and Supplies to Valley Toxicology Service Inc. and Phamatech Inc. in the Maximum Aggregate Amount of \$350,000

ACTION REQUESTED

Approve the award of Competitive Bid No. 10195 for Drug and Alcohol Testing Services and Supplies to Valley Toxicology Service Inc. of West Sacramento and Phamatech Inc. of San Diego in the maximum aggregate amount of \$350,000 and authorize the Purchasing Manager to sign the resulting Blanket Purchase Orders (BPOs).

BACKGROUND

The Probation Department and the Department of Health and Human Services (HHS) require blanket purchase orders for specimen collection, drug and alcohol testing services, and related supplies on an as-needed basis. Notices announcing the availability of Bid No. 10195 were emailed to 41 firms via Procurement's EBid system and posted to Procurement's website. The bid requirements were organized into three categories: Category A – Specimen Collection Services, Category B – Lab Analysis, and Category C – Instant Read Supplies. Bidders were invited to respond to any or all of the categories.

Four bids were received. The bid solicitation described the County's intent to evaluate the bid by category and described separate evaluation criteria for each category, which include consideration for value-added services for Categories A and B. Valley Toxicology submitted the highest scoring bid for Category A. However, they did not provide the required evidence of certification for Category B and were declared non-responsive for this category. The highest scoring and responsive bidder for Category B is Phamatech. Category C was evaluated solely on cost. Phamatech submitted the lowest-priced bid for this category. A prompt pay discount was considered in the evaluation but it did not affect the outcome. None of the vendors are currently certified to receive Local Vendor Preference. Attachment A contains the complete bid evaluation.

FISCAL IMPACT

Upon your Board's approval, BPOs will be issued in the maximum amounts of \$146,000 to Valley Toxicology for HHS, \$100,000 to Phamatech for Probation, and \$104,000 to Phamatech for HHS, for a maximum aggregate amount of \$350,000. The BPOs will be effective July 1, 2012 through June 30, 2013. Attachment B contains the departments' Fiscal Impact Statements.

Attachments: A. Bid Evaluation
B. Fiscal Impact Statements

CC:

Dr. Richard Burton, HHS, Director
Stan Hapak, HHS, Fiscal Program Manager
Maureen Bauman, HHS, Director – Adult System of Care
Richard Knecht, HHS, Director – Children's System of Care

Marshall Hopper, Chief Probation Officer
Chris Artim, Administrative Services Officer, Probation
Karen Lund, Probation Manager



**COUNTY OF PLACER, AUBURN, CA
BID EVALUATION & AWARD RECOMMENDATION**

ATTACHMENT A

Bid No. 10195
Title: Drug Testing Services & Supplies
Bid Closed: 5/23/12

Buyer Name/Phone: April Pay
 530-889-4253

BIDDERS:	Name of Bidder City/State	Phamatech San Diego CA	Placer Co. Public Health Lab Auburn CA	Redwood Toxicology Santa Rosa CA	Valley Toxicology West Sacramento CA
	Contact Person Telephone	Adam Alexander 888-635-5840 x291			
	FOB Delivery Time	Destination	Destination	Destination	Destination
	LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾	No 2%-10 days	No Net 30	No Net 30	No Net 30

(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.
 (2) Invoice Terms of less than 10 days cannot be considered in bid evaluations.

BID PRICING:

Item No.	Item Description	Est Annual Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Unit Price
CATEGORY A - URINE COLLECTION SERVICES								
1	Directly Observed Urine Collection	13,000	12.00	156,000.00	NO BID		NO BID	
2	Document & report Instant-Read Urine Cup	7,000	2.00	14,000.00			10.00	130,000.00
3	Disposal of used Instant-Read Urine Cups	6,500		Included				No Charge
				Subtotal	170,000.00	Subtotal		Subtotal
				7.25% Sales Tax	NA	7.25% Sales Tax		7.25% Sales Tax
				Bid Total	170,000.00	Bid Total		Bid Total
				Prompt Pay Disc	3,400.00	Prompt Pay Disc		Prompt Pay Disc
				REF. TOTAL	\$166,600.00	REF. TOTAL		REF. TOTAL
								130,000.00
								NA
								130,000.00
								0.00
								\$130,000.00

Item No.	Item Description	Est Annual Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Unit Price
CATEGORY B - DRUG & ALCOHOL SCREENING								
1	3-drug panel (Amph, Meth, Opiates, spec grav)	6,000	5.00	30,000.00	8.49	50,940.00	NO BID	
2	4-drug panel (Amph, Meth, Opiates, spec grav, Cocaine) Prob	400	6.00	2,400.00	11.32	4,528.00	NON-RESPONSIVE Bidder did not provide evidence of certification as required in Bid Attribute 9, amended 5/17/12	
3	4-drug panel (Amph, Meth, Opiates, spec grav, Cocaine) Juv Ct	2,000	6.00	12,000.00	11.32	22,640.00		
4	5-drug panel (Amph, Meth, Cocaine, Opiates, THC)	1,000	6.25	6,250.00	11.32	11,320.00		
5	6-drug panel (Amph, Meth, Cocaine, Opiates, THC, Oxycontin)	1,000	6.25	6,250.00	14.15	14,150.00		
6	6-drug panel (Amph, Meth, Cocaine, Opiates, THC, Ecstasy)	1,000	6.25	6,250.00	14.15	14,150.00		
7	5-drug panel (Amph, Meth, Cocaine, THC, Alcohol)	1,000	6.00	6,000.00	11.32	11,320.00		
8	Alcohol (CSOC, Probation)	300	5.00	1,500.00	2.83	849.00		
9	Each Additional Drug	300	1.00	300.00	2.83	849.00		
10	Transportation from Auburn to bidder's lab	3,000	2.00	6,000.00	0.50	1,500.00		
11	Transportation from Roseville to bidder's lab	3,000	2.00	6,000.00	0.50	1,500.00		
				Subtotal	82,950.00	Subtotal		
				7.25% Sales Tax	NA	7.25% Sales Tax	NA	7.25% Sales Tax
				Bid Total	82,950.00	Bid Total	133,746.00	Bid Total
				Prompt Pay Disc	1,659.00	Prompt Pay Disc	0.00	Prompt Pay Disc
				REF. TOTAL	\$81,291.00	REF. TOTAL	\$133,746.00	REF. TOTAL
								0.00
								NA
								0.00
								0.00
								\$0.00

Item No.	Item Description	Est Annual Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Unit Price		
CATEGORY C - INSTANT READ TEST KITS										
Instant Read Oral Fluid Test Kits:										
1	3-drug kit (Amph, Meth, Opiates, THC)	1,000	4.50	4,500.00	NO BID		3.75	3,750.00	5.50	5,500.00
2	4-drug kit (Amph, Meth, Opiates, THC, Cocaine)	800	5.25	4,200.00			3.75	3,000.00	5.75	4,600.00
3	5-drug kit (Amph/Meth, Opiates, THC, Cocaine, Spice)	800		"N A"			35.00	28,000.00		Not Available
4	5-drug kit (Oxycontin, Opiates, Cocaine, THC, Amph/Meth)	800	6.00	4,800.00			9.90	7,920.00	5.75	4,600.00
5	Alcohol	300	1.25	375.00			0.45	135.00	1.50	450.00
Instant Read Urine Cups										
6	3-drug cup (Amph-Meth, Opiates, THC)	7,000	2.50	17,500.00			2.10	14,700.00	2.50	17,500.00
7	4-drug cup (Amph-Meth, Opiates, THC, Cocaine)	5,500	2.75	15,125.00			2.10	11,550.00	2.75	15,125.00
8	5-drug cup (Amph-Meth, Opiates, THC, Cocaine, Spice)	5,500	3.00	16,500.00			6.15	33,825.00	7.00	38,500.00
9	6-drug cup (Oxycontin, Opiates, Cocaine, THC, Amph, Meth)	5,500	3.25	17,875.00		2.35	12,925.00	3.00	16,500.00	
Subtotal				80,875.00	Subtotal		87,805.00	Subtotal		102,775.00
7.25% Sales Tax				5,863.44	7.25% Sales Tax		6,365.86	7.25% Sales Tax		7,451.19
Freight				0.00	Freight		0.00	Freight		0.00
Bid Total				86,738.44	Bid Total		94,170.86	Bid Total		110,226.19
Prompt Pay Disc				1,734.77	Prompt Pay Disc		0.00	Prompt Pay Disc		0.00
REF. TOTAL				\$85,003.67	REF. TOTAL		\$94,170.86	REF. TOTAL		\$110,226.19

Item 3 not included in total

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BID EVALUATION:

(Recommended award is highlighted)

CATEGORY A - URINE COLLECTION SERVICES			Phamatech		Placer Co. Public Health Lab		Redwood Toxicology		Valley Toxicology	
#	DESCRIPTION	MAX PTS	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE
0	Cost: Lowest bid receives max. points, other bids received a proportionate amount	250	\$166,600.00	195	NO BID		NO BID		\$130,000.00	250
1	Capacity to observe urine collection: 100% = 5 pts; 75-99% = 3 pts	5	100%	5					100%	5
2	Ability to document and report positive instant-read urine cups: Yes = 5 pts; No = 0 pts	5	Yes	5						
3	Collection Locations: 4 days/week = 5 pts per site 6 hours/day = 5 pts per site 5 days/week = 7 pts per site 8 hours/day = 7 pts per site 6 days or more = 9 pts per site More than 8 hrs = 9 pts per site	72	Roseville site = 17.5 points Auburn site = 8 points	25.5					Auburn site = 9 points Roseville site = 18 pts	27
4	Employees' average length of employment: 3 yrs+ = 5 pts; 1-3 yrs = 3 pts; less than 1yr = 0 pts	5	More than 3 yrs	5			Less than 1 yr	0		
TOTAL SCORE:		337		235.5						282

CATEGORY B - DRUG & ALCOHOL SCREENING										
#	DESCRIPTION	MAX PTS	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE
0	Cost: Lowest bid receives max. points, other bids received a proportionate amount	250	\$81,291.00	250	\$133,746.00	411	NO BID		NON-RESPONSIVE	
1	Distance of lab from Auburn: 0-50 miles = 5 pts; 51-200 miles = 3 pts; 201+ miles = 0 pts	5	201+ miles	0	0-50 miles	5				
2	Number of people in chain of custody: 1-3 people = 5 pts; 4-6 = 3 pts; 7 or more = 0 pts	5	1-3 people	5	1-3 people	5				
3	Test Capabilities: 5 points for each Yes answer: Spice, Opana, Bath Salts, ETOH	20	Yes to all 4 items	20	Yes to 3 items	15				
4	Max. Turnaround Times (see Questionnaire)	42	See questionnaire	34	See questionnaire	20				
5	Length of Storage: 12-17 month = 3 pts; 18-23 months = 5 pts; 24 or more = 7 pts	7	24 or more	7	24 or more	7				
6	Employees' average length of employment: 3 yrs+ = 5 pts; 1-3 yrs = 3 pts; less than 1yr = 0 pts	5	3 yrs or more	5	3 yrs or more	5				
TOTAL SCORE:		334		321		468				

CATEGORY C - INSTANT READ TEST KITS										
#	DESCRIPTION			REFERENCE TOTAL		REFERENCE TOTAL		REFERENCE TOTAL		REFERENCE TOTAL
0	This category is awarded solely on the basis of cost			\$35,003.67		NO BID		\$94,170.86		\$110,226.19

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**Placer County
Health and Human Services Department**

Administrative Services Division

Date: June 19, 2012
To: Honorable Board of Supervisors
From: Rebecca Mellott, Client Services Program Manager - Administration
Subject: **Fiscal Impact Statement
Adult and Children's Systems of Care
BPO for Alcohol and Drug Testing Services
For the period July 1, 2012 to June 30, 2013**

The department has budgeted appropriately for these Blanket Purchase Orders (BPOs) totaling \$250,000. The amount is a reduction of \$18,000 from the current BPO and is included in the FY2012-2013 Proposed Budget. Services include specimen collection, laboratory testing, and specimen collection materials. Funding for these BPOs includes \$186,000 from Federal and State sources, \$17,000 in client fees and \$39,000 of required County General Fund match and \$8,000 in County General Funds.

Perspective, Hope, and Opportunity

FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors
FROM: Christopher Artim, Senior Administrative Services Officer
DATE: 06/19//2012
SUBJECT: **Fiscal Impact Statement**
Bid number 10195 for Drug Testing

Fiscal Impact Statement

1. The department has sufficient funding

The Probation Department has budgeted appropriately for this BPO and funding is available in the FY 2012/2013 proposed department budget.

The department has up to \$100,000 available for this award in the coming fiscal year. The drug testing kits and laboratory services purchased with this bid will be used for the Department to hold offenders accountability and aid in their rehabilitation.