

**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: November 6, 2012
SUBJECT: Renewal of Blanket Purchase Orders with Laboratory Corporation of America for Clinical Laboratory Services

ACTION REQUESTED

1. Approve the annual renewal of competitively awarded Blanket Purchase Orders (BPOs) with Laboratory Corporation of America of Burlington, NC in the maximum aggregate amount of \$205,000 for Clinical Laboratory Services, funded 50% by federal Medicaid revenues and 50% required County General Fund match for the period of November 6, 2012 through September 30, 2013, and authorize the Purchasing Manager to sign the resulting BPOs.

BACKGROUND

On April 6, 2010 your Board awarded Bid No. 9955 for Clinical Laboratory Services to Laboratory Corporation of America (LabCorp). As the result, BPOs were issued for use by Health and Human Services' Community Health and Systems of Care divisions. On August 23, 2011 your Board approved the first renewal of the BPOs for the period September 1, 2011 through March 31, 2012. The BPOs were subsequently extended to November 5, 2012.

The department has reported that LabCorp has provided good service and has submitted requests to renew the BPOs for an additional year. LabCorp has agreed to extend the same pricing, terms, and conditions for another year.

AWARD

Section 15 of the General Terms and Conditions permit renewal of BPOs on a year to year basis based on the vendor's satisfactory performance, agreement to renew, and successful negotiation of pricing and terms. Health and Human Services has requested the award of a BPO for Community Clinic in the amount of \$196,000 and a BPO for Systems of Care in the amount of \$9,000. You're your Board's approval, the BPOs will be effective November 6, 2012 through September 30, 2013:

Attachment: Fiscal Impact Statement

cc: Dr. Richard Burton, Director of HHS
Stan Hapak, Administrative & Fiscal Operations Manager, HHS Administration
Jim Nissen, Administrative & Fiscal Operations Manager, HHS Systems of Care



Placer County
Health and Human Services Department

Administrative Services Division

Date: November 6, 2012
To: Honorable Board of Supervisors
From: Rebecca Mellott, HHS Fiscal Program Manager
Subject: **Fiscal Impact Statement**
BPOs for Clinical Laboratory Services- Community Clinics and Adult System of Care
For the period November 6, 2012 to Sept 30, 2013

The Department has budgeted appropriately for these Blanket Purchase Orders (BPOs) that equal a combined amount of \$205,000 (\$102,500 net County cost). They are both funded 50% by federal Medicaid revenues and 50% required County General Fund match. Funding for the first eight months is available in the Department's FY2012-13 Final Budget and the final three months will be included in the Department's FY2013-14 Requested Budget. The renewal amount is \$42,000 higher than the current BPOs in place due to the implementation of the Medicaid 1115 Waiver Demonstration Program approved by the Board of Supervisors on July 24, 2012. Clinical Laboratory services are mandated and must be provided to eligible 1115 Waiver recipients on an as-needed basis.

Perspective, Hope, and Opportunity