

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

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: October 21, 2008

SUBJECT: Approve the Award of Competitive Bid No. 9822 to Phamatech, Inc. for Specimen Collection and Testing Services in the Maximum Aggregate Amount of \$323,500.00

ACTION REQUESTED

Approve the award of Competitive Bid No. 9822 to Phamatech, Inc. of San Diego, CA, for specimen collection and testing services, and authorize the Purchasing Manager to sign the two resulting blanket purchase orders in the maximum aggregate amount of \$323,500.00.

BACKGROUND

The Department of Health & Human Services (HHS) Adult and Children's Systems of Care and the Probation Department have requested annual blanket purchase orders with a contractor to perform specimen collection and testing services as needed. The Procurement Services Division sent bid notice postcards (Invitation for Bid No. 9822) to 40 vendors and posted the bid on the County website. A total of ten bids were received and the bid evaluation is attached.

Local vendor preference and prompt payment discounts were considered in the bid evaluation but did not affect the outcome of the bid. The bid was evaluated by category and Phamatech, Inc. was the low bidder for all three categories. The evaluation of the bid also required each bidder to submit samples of the drug and alcohol test kits offered in Category C. The Placer County Health & Human Services Public Health Lab and the Community Clinic assisted in the evaluation of the drug and alcohol test kits submitted by Phamatech. In addition, County Staff contacted other public agencies who are using the same kits. As a result, it was determined that Phamatech's test kits are satisfactory for County use. Based on estimated annual needs, HHS Adult & Children's Systems of Care requested a blanket purchase order in the maximum amount of \$213,500.00 and the Probation Department requested a blanket purchase order in the maximum amount of \$110,000.00.

FISCAL IMPACT

The blanket purchase orders resulting from this recommendation will be in the maximum aggregate amount of \$323,500.00 and will be effective from October 21, 2008 through June 30, 2009. Department of Health & Human Services Adult & Children's Systems of Care and the Probation Departments' Fiscal Impact Statements are attached.

Attachments:

- A. Bid Evaluation
- B. Probation Department's Fiscal Impact Statement
- C. HHS Adult & Children's Systems of Care Fiscal Impact Statement

cc: Dr. Richard Burton, Health & Human Services Director
Stephen Pecor, Chief Probation Officer



BID EVALUATION & AWARD RECOMMENDATION

Bid No. 9822
Title: Specimen Collection & Testing
Due Date: 6/19/08

Buyer Name: Jon Manning
Phone: 530-889-4290
Estimated Award Date: 8/5/08

(Recommended award is highlighted)

Name of Firm City/State		Collection Plus Sacramento, CA	Collection Plus Sacramento, CA	Collection Plus Sacramento, CA	Bio-Science Medico Lab Santa Ana, CA					
Telephone		916-487-3152	916-487-3152	916-487-3152	714-715-3386					
Fax Number		916-487-3265	916-487-3265	916-487-3265	714-751-3778					
FOB Delivery Time		Destination	Destination	Destination	Destination					
LVP Certified? ⁽¹⁾		Yes	Yes	Yes	No					
Invoice Terms ⁽²⁾		Net 30	Net 30	Net 30	1/2% 15 days, Net 30					
		Option #1 - Cat. A	Option #2 - Cat. A	Option #3 - Cat. A						
Item No.	Item Description	Qty	Unit Price	Extension	Total Unit Price Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
Category A - Urine Collection Services										
1	Directly Observed Urine Collection	13,000	30.00	390,000.00	23.00	299,000.00	18.00	234,000.00	36.00	468,000.00
2	Documentation & Reporting of Inst.-Read	7,000	0.00	0.00	0.00	0.00	0.00	0.00	38.00	266,000.00
3	Disposal of used Instant-Read cups	6,500	0.00	0.00	0.00	0.00	0.00	0.00	5.00	32,500.00
			Subtotal		Subtotal		Subtotal		Subtotal	
				390,000.00		299,000.00		234,000.00		766,500.00
			LVP		LVP		LVP		LVP	
				5,000.00		5,000.00		5,000.00		0.00
			Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc	
				0.00		0.00		0.00		3,832.50
			Ref. Price		Ref. Price		Ref. Price		Ref. Price	
				\$385,000.00		\$294,000.00		\$229,000.00		\$762,667.50
Category B - Drug & Alcohol Scr./Con. Svcs.										
1	Trans. Cost from Gr. Auburn to Lab	5,000	1.50	7,500.00	1.50	7,500.00	1.50	7,500.00	30.00	150,000.00
2	Trans. Cost from Gr. Roseville to Lab	5,000	1.50	7,500.00	1.50	7,500.00	1.50	7,500.00	30.00	150,000.00
3	3-drug panel	6,000	5.00	30,000.00	5.00	30,000.00	5.00	30,000.00	38.00	228,000.00
4	4-drug panel (THC 100)	400	5.30	2,120.00	5.30	2,120.00	5.30	2,120.00	38.00	15,200.00
5	4-drug panel (THC 50)	2,000	5.30	10,600.00	5.30	10,600.00	5.30	10,600.00	38.00	76,000.00
6	Alcohol	300	5.00	1,500.00	5.00	1,500.00	5.00	1,500.00	30.00	9,000.00
7	Each Additional Drug	300	0.30	90.00	0.30	90.00	0.30	90.00	20.00	6,000.00
8	Specimens prev. screened per drug	600	18.00	10,800.00	18.00	10,800.00	18.00	10,800.00	35.00	21,000.00
9	Specimens prev. screened oral fluid test	50	15.00	750.00	15.00	750.00	15.00	750.00	60.00	3,000.00
10	Discount off published prices for other svc.		20.00%		20.00%		20.00%		0.05%	
			Subtotal		Subtotal		Subtotal		Subtotal	
				70,860.00		70,860.00		70,860.00		658,200.00
			LVP		LVP		LVP		LVP	
				3,543.00		3,543.00		3,543.00		0.00
			Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc	
				0.00		0.00		0.00		3,291.00
			Ref. Price		Ref. Price		Ref. Price		Ref. Price	
				\$67,317.00		\$67,317.00		\$67,317.00		\$654,909.00
Category C - Urine/Oral Fluid Test Kits										
1	3-drug kit	1,000	12.50	12,500.00	12.50	12,500.00	12.50	12,500.00	20.00	20,000.00
2	4-drug kit	800	12.50	10,000.00	12.50	10,000.00	12.50	10,000.00	20.00	16,000.00
3	Alcohol	300	1.75	525.00	1.75	525.00	1.75	525.00	20.00	6,000.00
4	3-drug cup	7,000	3.75	26,250.00	3.75	26,250.00	3.75	26,250.00	20.00	140,000.00
5	4-drug cup	5,500	3.75	20,625.00	3.75	20,625.00	3.75	20,625.00	20.00	110,000.00
6	Discount off published prices for other item		20.00%		20.00%		20.00%		0.05%	
			Subtotal		Subtotal		Subtotal		Subtotal	
				69,900.00		69,900.00		69,900.00		292,000.00
			LVP		LVP		LVP		LVP	
				3,495.00		3,495.00		3,495.00		0.00
			Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc	
				0.00		0.00		0.00		1,460.00
			Ref. Price		Ref. Price		Ref. Price		Ref. Price	
				\$66,405.00		\$66,405.00		\$66,405.00		\$290,540.00
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.			Bid Subtotal	530,760.00	Bid Subtotal	439,760.00	Bid Subtotal	374,760.00	Bid Subtotal	1,716,700.00
(2) Invoice Terms of less than 10 days cannot be considered.			Bid Total	530,760.00	Bid Total	439,760.00	Bid Total	374,760.00	Bid Total	1,716,700.00
			LVP		LVP		LVP		LVP	
				5,000.00		5,000.00		5,000.00		0.00
			Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc		Prompt Pay Disc	
				0.00		0.00		0.00		8,583.50
			Ref. Price		Ref. Price		Ref. Price		Ref. Price	
				\$525,760.00		\$434,760.00		\$369,760.00		\$1,708,116.50

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Name of Firm City/State		National Toxicology Labs Bakersfield, CA		Phamatech, Inc. San Diego, CA		Placer County DHHS Lab Auburn, CA		Community Recovery Reso. Grass Valley, CA		
Telephone Fax Number		661-322-4250 661-322-4322		858-643-5555 x263 858-635-5843		530-889-7207 530-889-7209		530-273-9541 530-273-7740		
FOB Delivery Time		Destination -		Destination -		Destination -		Destination -		
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		No Net 30		No 2% 10 days, Net 30		No Net 30		No Net 30		
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
Category A - Urine Collection Services										
1	Directly Observed Urine Collection	13,000			13.00	169,000.00				
2	Documentation & Reporting of Inst.-Read	7,000			2.00	14,000.00				
3	Disposal of used Instant-Read cups	6,500			1.00	6,500.00				
Subtotal			No Bid		Subtotal 189,500.00		No Bid		Subtotal No Bid	
LVP			0.00		LVP 0.00		LVP 0.00		LVP 0.00	
Prompt Pay Disc			0.00		Prompt Pay Disc 3,790.00		Prompt Pay Disc 0.00		Prompt Pay Disc 0.00	
Ref. Price			No Bid		Ref. Price \$185,710.00		Ref. Price No Bid		Ref. Price No Bid	
Category B - Drug & Alcohol Scr./Con. Svcs.										
1	Trans. Cost from Gr. Auburn to Lab	5,000	2.00	10,000.00	1.00	5,000.00	0.00	0.00	1.50	7,500.00
2	Trans. Cost from Gr. Roseville to Lab	5,000	2.00	10,000.00	1.00	5,000.00	0.00	0.00	2.00	10,000.00
3	3-drug panel	6,000	4.50	27,000.00	5.00	30,000.00	14.40	86,400.00	18.00	108,000.00
4	4-drug panel (THC 100)	400	4.75	1,900.00	6.00	2,400.00	15.28	6,112.00	20.00	8,000.00
5	4-drug panel (THC 50)	2,000	4.75	9,500.00	6.00	12,000.00	15.28	30,560.00	20.00	40,000.00
6	Alcohol	300	3.00	900.00	5.00	1,500.00	3.00	900.00	6.00	1,800.00
7	Each Additional Drug	300	0.25	75.00	1.00	300.00	3.00	900.00	6.00	1,800.00
8	Specimens prev. screened per drug	600	12.00	7,200.00	9.00	5,400.00	51.50	30,900.00	30.00	18,000.00
9	Specimens prev. screened oral fluid test	50	20.00	1,000.00	9.00	450.00	Not Available		30.00	1,500.00
10	Discount off published prices for other svc.		0.00%		25.00%		0.00%		0.00%	
Subtotal			67,575.00		Subtotal 62,050.00		Subtotal 155,772.00		Subtotal 196,600.00	
LVP			0.00		LVP 0.00		LVP 0.00		LVP 0.00	
Prompt Pay Disc			0.00		Prompt Pay Disc 1,241.00		Prompt Pay Disc 0.00		Prompt Pay Disc 0.00	
Ref. Price			\$67,575.00		Ref. Price \$60,809.00		Ref. Price \$155,772.00		Ref. Price \$196,600.00	
Category C - Urine/Oral Fluid Test Kits										
1	3-drug kit	1,000			14.00	14,000.00			9.00	9,000.00
2	4-drug kit	800			14.00	11,200.00			10.00	8,000.00
3	Alcohol	300			1.25	375.00			8.00	2,400.00
4	3-drug cup	7,000			2.50	17,500.00			9.00	63,000.00
5	4-drug cup	5,500			2.75	15,125.00			10.00	55,000.00
6	Discount off published prices for other item				25.00%				0.00%	
Subtotal			No Bid		Subtotal 58,200.00		No Bid		Subtotal 137,400.00	
LVP			0.00		LVP 0.00		LVP 0.00		LVP 0.00	
Prompt Pay Disc			0.00		Prompt Pay Disc 1,164.00		Prompt Pay Disc 0.00		Prompt Pay Disc 0.00	
Ref. Price			No Bid		Ref. Price \$57,036.00		Ref. Price No Bid		Ref. Price \$137,400.00	
Summary										
Bid Subtotal			67,575.00		Bid Subtotal 309,750.00		Bid Subtotal 155,772.00		Bid Subtotal 334,000.00	
Bid Total			67,575.00		Bid Total 309,750.00		Bid Total 155,772.00		Bid Total 334,000.00	
LVP			0.00		LVP 0.00		LVP 0.00		LVP 0.00	
Prompt Pay Disc			0.00		Prompt Pay Disc 6,195.00		Prompt Pay Disc 0.00		Prompt Pay Disc 0.00	
Ref. Price			\$67,575.00		Ref. Price \$303,555.00		Ref. Price \$155,772.00		Ref. Price \$334,000.00	

(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.

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Roseville to Lab	5,000	0.00	0.00	1.50	7,500.00	3	3-drug panel	6,000	12.00	72,000.00	5.00	30,000.00	4	4-drug panel (THC 100)	400	15.00	6,000.00	5.30	2,120.00	5	4-drug panel (THC 50)	2,000	15.00	30,000.00	5.30	10,600.00	6	Alcohol	300	8.00	2,400.00	5.00	1,500.00	7	Each Additional Drug	300	0.00	0.00	0.30	90.00	8	Specimens prev. screened per drug	600	15.00	9,000.00	18.00	10,800.00	9	Specimens prev. screened oral fluid test	50	15.00	750.00	15.00	750.00	10	Discount off published prices for other svc.		10.00%		20.00%		Subtotal				120,150.00	Subtotal	70,860.00	LVP				0.00	LVP	0.00	Prompt Pay Disc				0.00	Prompt Pay Disc	0.00	Ref. Price				\$120,150.00	Ref. 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CATEGORY A

<u>Rank</u>	<u>Vendor Name</u>	<u>Ref. Price</u>
1	Phamatech, Inc.	\$ 185,710.00
2	Valley Toxicology	\$ 208,000.00
3	Collection Plus #3	\$ 229,000.00
4	Collection Plus #2	\$ 294,000.00
5	Collection Plus #1	\$ 385,000.00
6	Bio-Science Medico	\$ 762,667.50
7	National Toxicology Lab	No Bid
8	Placer County DHHS Lab	No Bid
9	Community Recovery Res.	No Bid
10	Medtox Laboratories	No Bid

CATEGORY B

<u>Rank</u>	<u>Vendor Name</u>	<u>Ref. Price</u>
1	Phamatech, Inc.	\$ 60,809.00
T2	Collection Plus #3	\$ 67,317.00
T2	Collection Plus #2	\$ 67,317.00
T2	Collection Plus #1	\$ 67,317.00
5	National Toxicology Lab	\$ 67,575.00
6	Medtox Laboratories	\$ 70,860.00
7	Valley Toxicology	\$ 120,150.00
8	Placer County DHHS Lab	\$ 155,772.00
9	Community Recovery Res.	\$ 196,600.00
10	Bio-Science Medico	\$ 654,909.00

CATEGORY C

<u>Rank</u>	<u>Vendor Name</u>	<u>Ref. Price</u>
1	Phamatech, Inc.	\$ 57,036.00
T2	Collection Plus #3	\$ 66,405.00
T2	Collection Plus #2	\$ 66,405.00
T2	Collection Plus #1	\$ 66,405.00
5	Medtox Laboratories	\$ 69,900.00
6	Valley Toxicology	\$ 104,000.00
7	Community Recover Res.	\$ 137,400.00
8	Bio-Science Medico	\$ 290,540.00
9	Placer County DHHS Lab	No Bid
10	National Toxicology Lab	No Bid

STEPHEN G. PECOR
Chief Probation Officer

MICHAEL E. CHOLERTON
Assistant Chief Probation Officer

Auburn Justice Center
2929 Richardson Drive, Suite B
Auburn, CA 95603
(530) 889-7900
(530) 889-7950 (fax)
www.placer.ca.gov



Adult Services
11564 "C" Avenue
Auburn, CA 95603
(530) 889-7933
(530) 889-6815 (fax)

Juvenile Detention Facility
11260 "B" Avenue
Auburn, CA 95603
(530) 886-4860
(530) 886-4588 (fax)

Central Kitchen
11352 "C" Avenue
Auburn, CA 95603
(530) 889-7923
(530) 889-7955

COUNTY OF PLACER

PROBATION DEPARTMENT

CSOC - Probation
11716 Enterprise Drive
Auburn, CA 95603
(530) 889-6700
(530) 889-6735 (fax)

CSOC- Roseville
1130 Conroy
Roseville, CA 95661
(916) 784-6432
(916) 784-6480 (fax)

Day Reporting Center
11517 "F" Avenue
Auburn, CA 95603
(530) 889-7782
(530) 889-6815 (fax)

Youth Resource Ctr
1020 Sundown Way
Roseville, CA 95661
(916) 784-6166
(916) 625-1786

Special Investigations Unit
PO Box 293
Rocklin, CA 95677
(916) 632-3111

Roseville - Probation
1051 Junction Blvd.
Roseville, CA 95678
(916) 787-8971
(916) 772-1060 (fax)

Loomis - Probation
6140 Horseshoe Bar Rd.
Loomis, CA 95650
(916) 652-2451/2452
(916) 652-2490 (fax)

Tahoe Office - Probation
PO Box 363
Tahoe Vista, CA 96148
(530) 546-1960
(530) 546-8734 (fax)

FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors

FROM: Chris Artim, Senior Administrative Services Officer

DATE: March 5, 2008

SUBJECT: **Fiscal Impact Statement**
BPO for drug testing services for offenders for the FY 08/09

There is sufficient funding.

The department budgeted \$110,000 for a variety of drug testing and validation services when formulating its proposed budget for fiscal year 2008 - 2009.



**Placer County
Health and Human Services Department**

**MEMORANDUM
Administrative Services**

Date: August 26, 2008
To: Honorable Board of Supervisors
From: Georgia Emslie
Health and Human Services Fiscal Program Manager
Subject: **Fiscal Impact Statement**
BPO – Phamatech, Inc.
August 26, 2008 – June 30, 2009

HHS' Adult and Children's Systems of Care have budgeted appropriately for this \$213,500 BPO with Phamatech, Inc. for specimen collection and testing services, and funding is included in the FY2008-09 proposed budgets. These services are eligible for state and federal funding, with an approximate General Fund contribution of \$15,000.

Perspective, Hope, and Opportunity

