

MEMORANDUM
COUNTY OF PLACER
ADMINISTRATIVE SERVICES DEPARTMENT
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors
FROM: ^{AP-18} Jim Boggan, Purchasing Manager
DATE: April 6, 2010
SUBJECT: Approve the Award of Competitive Bid No. 9955 to Laboratory Corporation of America for Clinical Laboratory Analysis Services in the Maximum Aggregate Amount of \$173,500.00

ACTION REQUESTED

Approve the award of competitive Bid No. 9955 to Laboratory Corporation of America of San Diego for clinical laboratory analysis services in the maximum aggregate amount of \$173,500.00, and authorize the Purchasing Manager to sign the resulting blanket purchase orders (BPOs).

BACKGROUND

Various divisions of the Health & Human Services (HHS) Department require blanket purchase orders for clinical laboratory analysis services throughout the County on an as-needed basis. Procurement Services solicited bids through the County's E-Bid system from fourteen registered vendors and posted the bid on the County's website. Bids were received from Quest Diagnostics and Laboratory Corporation of America. Quest Diagnostics' bid could not be considered for the Eastern Placer County area because they do not have a blood draw station in that region. In addition, they took significant, unwaivable exceptions to the bid's minimum insurance requirements. Their bid was determined to be non-responsive and was rejected. Laboratory Corporation of America submitted bids for both Eastern and Western Placer County regions and has adequate blood draw stations in both regions. Their bid contained exceptions to various areas of the bid requirements, which were determined to be minor, and were waived.

AWARD RECOMMENDATION

BPOS will be awarded to Laboratory Corporation of America as the sole responsive bidder for the period of April 1, 2010 through March 31, 2011 in the maximum aggregate amount of \$173,500.00, as follows:

Community Clinics, Community Health, & Medical Care Services	\$156,000.00
Adult System of Care and Children's System of Care	\$ 17,500.00

Attachments:

- A. Bid Evaluation
- B. Health & Human Services' Fiscal Impact Statement

cc: Dr. Richard Burton, HHS Director
Stan Hapak, HHS Fiscal Program Manager
Robert Long, HHS Community Clinics Client Services Program Manager
Lynn Tarrant, HHS Adult System of Care Assistant Director

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COUNTY OF PLACER, AUBURN, CA

BID EVALUATION

Bid No. 9955
Title: Clinical Lab Analysis Services
Due Date: 1/19/10

Buyer Name: Jon Manning
Phone: 530-889-4290
Estimated Award Date: 3/16/10

(Recommended award is highlighted)

Name of Firm City/State		Quest Diagnostics Sacramento, CA		Laboratory Corporation of America Folsom, CA	
Telephone Fax Number		916-679-3930 916-927-1492		916-365-6008 858-391-7163	
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		No Net 30		No Net 30	
Category/Item Description	Qty	Unit Price	Extension	Unit Price	Extension
Category A - Clinical Lab for Western PC					
CBC With Differential/Platelet	1500	8.59	12,885.00	3.91	5,865.00
Comprehensive Metabolic Panel (Albumin; Alkaline Phosphatase; ALT (SGPT); AST (SGOT); Total Bilirubin; BUN; Calcium; Chloride; CO ₂ ; Creatinine; Glucose; Potassium; Total Protein; Sodium)	1350	11.69	15,781.50	4.50	6,075.00
Lipid Panel (Cholesterol; 1500 Cholesterol; HDL; LDL Cholesterol (calculated); VLDL Cholesterol (calculated); Triglycerides)	1200	13.88	16,656.00	5.51	6,612.00
Thyroid Stimulating Hormone (TSH, High Sensitivity)	900	18.57	16,713.00	6.00	5,400.00
Hemoglobin A1c with Estimated Average Glucose (eAG) Estimation	500	10.74	5,370.00	9.92	4,960.00
Urine Culture, Routine	225	7.60	1,710.00	8.82	1,984.50
Prothrombin Time (PT)	225	4.34	976.50	3.86	868.50
Human Immunodeficiency Virus 1/O/2 (HIV-1/O/2) Antibodies, Preliminary Test With Confirmation	225	9.82	2,209.50	16.00	3,600.00
Rapid Plasma Reagin, Qualitative Test (Syphilis)	175	4.56	798.00	5.51	964.25
Basic Metabolic Panel (BUN, Calcium, Chloride, CO ₂ , Creatinine, Glucose, Potassium, Sodium)	175	27.47	4,807.25	4.00	700.00
Microalbumin, Random Urine	175	11.72	2,051.00	13.23	2,315.25
Urinalysis, Routine	175	2.48	434.00	3.31	579.25
Hepatic Function Panel (Albumin, Alkaline Phosphatase, ALT (SGPT), AST (SGOT), Bilirubin (Total and Direct), Total Protein)	175	9.03	1,580.25	4.00	700.00
Vitamin D, 25-Hydroxy	175	24.79	4,338.25	255.16	44,653.00
Vitamin B12 and Folate	150	32.92	4,938.00	17.64	2,646.00
Hepatitis B Surface Antigen (HBsAg) + Hepatitis C Virus Antibody (HCVAb)	125	27.20	3,400.00	24.04	3,005.00
Prostate Specific Antigen, Serum	110	20.34	2,237.40	11.03	1,213.30
Chlamydia/GC Amplification	110	77.60	8,536.00	210.26	23,128.60
Microscopic Examination	90	3.36	302.40	6.06	545.40
Sedimentation Rate-Westergren	75	2.98	223.50	4.50	337.50
Glucose, Plasma	75	4.34	325.50	3.25	243.75
Uric Acid, Serum; Sedimentation Rate-Westergren; Antistreptolysin O Ab; C-Reactive Protein, Quantitative; RA Latex Turbidity; ANA Direct	75	41.41	3,105.75	71.74	5,380.50
Lithium (Eskalith), Serum	55	7.30	401.50	7.72	424.60
Valproic Acid (Depakote), Serum	55	14.98	823.90	13.23	727.65
Partial Thrombostin Time (PTT), Activated	55	6.64	365.20	14.02	771.10
Thyroxine (T4) Free, Direct, Serum	55	9.97	548.35	27.56	1,515.80
Hepatitis C Virus (HCV), Real-time (RT) Polymerase Chain Reaction (PCR), Quantitative (Non-Graph)	55	47.36	2,604.80	129.00	7,095.00
Hepatitis C Virus (HCV), Real-time (RT) Polymerase Chain Reaction (PCR), Quantitative (Graph)	7	15.78	110.46	199.50	1,396.50
Thyroid Panel with TSH	40	33.33	1,333.20	14.00	560.00
Human Papillomavirus (HPV), High-risk DNA Detection	40	77.60	3,104.00	45.00	1,800.00
Aerobic Bacterial Culture, General	40	9.52	380.80	13.23	529.20
Cholesterol, Total	40	4.03	161.20	3.25	130.00
Anaerobic and Aerobic Culture	40	9.52	380.80	13.23	529.20

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Name of Firm City/State		Quest Diagnostics Sacramento, CA		Laboratory Corporation of America Folsom, CA	
Telephone Fax Number		916-679-3930 916-927-1492		916-365-6008 858-391-7163	
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		No Net 30		No Net 30	
Category/Item Description	Qty	Unit Price	Extension	Unit Price	Extension
Helicobacter pylori (H.p.) immunoglobulin G (IgG), ABS	40	16.04	641.60	36.77	1,470.80
Prolactin	40	21.42	856.80	39.85	1,594.00
Alpha-fetoprotein (AFP), Serum, Tumor Marker	40	12.03	481.20	29.45	1,178.00
Thyroid Cascade Profile	40	18.57	742.80	6.00	240.00
Drug-Abuse Profile (Routine), Urine (7 Drugs) (GC/MS Confirmation included at no additional cost)	40	18.00	720.00	44.10	1,764.00
Triiodothyronine, Free, Serum	40	17.71	708.40	49.61	1,984.40
Lipase, Serum	40	7.62	304.80	14.02	560.80
Ferritin, Serum	40	15.06	602.40	9.92	396.80
Testosterone, Serum	25	28.54	713.50	44.26	1,106.50
Follicle-Stimulating Hormone (FSH), Serum	25	20.55	513.75	13.23	330.75
Iron and Total Iron Binding Capacity (TIBC)	25	15.12	378.00	7.75	193.75
Ova + Parasites Examination	25	9.84	246.00	14.61	365.25
Antinuclear Antibodies Direct	25	13.36	334.00	11.03	275.75
Lead, Blood (Adult)	15	13.88	208.20	20.48	307.20
Cholinesterase, Serum and RBC	15	17.21	258.15	48.35	725.25
Hepatitis C Virus (HCV), Genotyping, Nonreflex	15	284.52	4,267.80	245.00	3,675.00
Glucose, Serum; Uric Acid, Serum; BUN; Calcium, Serum; Phosphorus, Serum; Protein, Total, Serum; Albumin, Serum; Bilirubin, Total; Alkaline Phosphatase, Serum; LDH; AST; Lipid Panel w/o LDL, VLDL; Thyroid; Thyroxine (T4); T3 Uptake; Free Thyroxine Index; CBC	15	109.67	1,645.05	21.41	321.15
Venipuncture Charge Per Patient	3200	3.00	9,600.00	0.00	0.00
		Subtotal	142,815.46	Subtotal	153,745.25
		LVP	0.00	LVP	0.00
		Prompt Payment		Prompt Payment	
		Discount	0.00	Discount	0.00
		Ref. Price for Cat. A	142,815.46	Ref. Price for Cat. A	153,745.25
Category B - Clinical Lab for Eastern PC	Qty	Unit Price	Extension	Unit Price	Extension
CBC With Differential/Platelet	500	8.59	4,295.00	3.91	1,955.00
Comprehensive Metabolic Panel (Albumin; Alkaline Phosphatase; ALT (SGPT); AST (SGOT); Total Bilirubin; BUN; Calcium; Chloride; CO2; Creatinine; Glucose; Potassium; Total Protein; Sodium)	450	11.69	5,260.50	4.50	2,025.00
Lipid Panel (Cholesterol; 1500 Cholesterol; HDL; LDL Cholesterol (calculated); VLDL Cholesterol (calculated); Triglycerides)	300	13.88	4,164.00	5.51	1,653.00
Thyroid Stimulating Hormone (TSH, High Sensitivity)	300	18.57	5,571.00	6.00	1,800.00
Hemoglobin A1c with Estimated Average Glucose (eAG) Estimation	200	10.74	2,148.00	9.92	1,984.00
Urine Culture, Routine	75	7.60	570.00	8.82	661.50
Prothrombin Time (PT)	75	4.34	325.50	3.86	289.50
Human Immunodeficiency Virus 1/O/2 (HIV-1/O/2) Antibodies, Preliminary Test With Confirmation	75	9.82	736.50	16.00	1,200.00
Rapid Plasma Reagin, Qualitative Test (Syphilis)	75	4.56	342.00	5.51	413.25
Basic Metabolic Panel (BUN, Calcium, Chloride, CO2, Creatinine, Glucose, Potassium, Sodium)	75	27.47	2,060.25	4.00	300.00
Microalbumin, Random Urine	75	11.72	879.00	13.23	992.25
Urinalysis, Routine	75	2.48	186.00	3.31	248.25
Hepatic Function Panel (Albumin, Alkaline Phosphatase, ALT (SGPT), AST (SGOT), Bilirubin (Total and Direct), Total Protein)	75	9.03	677.25	4.00	300.00
Vitamin D, 25-Hydroxy	75	24.79	1,859.25	255.16	19,137.00
Vitamin B12 and Folate	50	32.92	1,646.00	17.64	882.00
Hepatitis B Surface Antigen (HBsAg) + Hepatitis C Virus Antibody (HCVAb)	50	27.20	1,360.00	24.04	1,202.00
Prostate Specific Antigen, Serum	40	20.34	813.60	11.03	441.20
Chlamydia/GC Amplification	40	77.60	3,104.00	210.26	8,410.40
Microscopic Examination	35	3.36	117.60	6.06	212.10
Sedimentation Rate-Westergren	25	2.98	74.50	4.50	112.50

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Name of Firm City/State		Quest Diagnostics Sacramento, CA		Laboratory Corporation of America Folsom, CA	
Telephone Fax Number		916-679-3930 916-927-1492		916-365-6008 858-391-7163	
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		No Net 30		No Net 30	
Category/Item Description	Qty	Unit Price	Extension	Unit Price	Extension
Glucose, Plasma	25	4.34	108.50	3.25	81.25
Uric Acid, Serum; Sedimentation Rate-Westergen; Antistreptolysin O Ab; C-Reactive Protein, Quantitative; RA Latex Turbidity; ANA Direct	25	41.41	1,035.25	71.74	1,793.50
Lithium (Eskalith), Serum	20	7.30	146.00	7.72	154.40
Valproic Acid (Depakote), Serum	20	14.98	299.60	13.23	264.60
Partial Thrombostin Time (PTT), Activated	20	6.64	132.80	14.02	280.40
Thyroxine (T4) Free, Direct, Serum	20	9.97	199.40	27.56	551.20
Hepatitis C Virus (HCV), Real-time (RT) Polymerase Chain Reaction (PCR), Quantitative (Non-Graph)	20	47.36	947.20	129.00	2,580.00
Hepatitis C Virus (HCV), Real-time (RT) Polymerase Chain Reaction (PCR), Quantitative (Graph)	3	15.78	47.34	199.50	598.50
Thyroid Panel with TSH	10	33.33	333.30	14.00	140.00
Human Papillomavirus (HPV), High-risk DNA Detection	10	77.60	776.00	45.00	450.00
Aerobic Bacterial Culture, General	10	9.52	95.20	13.23	132.30
Cholesterol, Total	10	4.03	40.30	3.25	32.50
Anaerobic and Aerobic Culture	10	9.52	95.20	13.23	132.30
Helicobacter pylori (H.p.) immunoglobulin G (IgG), ABS	10	16.04	160.40	36.77	367.70
Prolactin	10	21.42	214.20	39.85	398.50
Alpha-fetoprotein (AFP), Serum, Tumor Marker	10	12.03	120.30	29.45	294.50
Thyroid Cascade Profile	10	18.57	185.70	6.00	60.00
Drug-Abuse Profile (Routine), Urine (7 Drugs) (GC/MS Confirmation included at no additional cost)	10	18.00	180.00	44.10	441.00
Triiodothyronine, Free, Serum	10	17.71	177.10	49.61	496.10
Lipase, Serum	10	7.62	76.20	14.02	140.20
Ferritin, Serum	10	15.06	150.60	9.92	99.20
Testosterone, Serum	5	28.54	142.70	44.26	221.30
Follicle-Stimulating Hormone (FSH), Serum	5	20.55	102.75	13.23	66.15
Iron and Total Iron Binding Capacity (TIBC)	5	15.12	75.60	7.75	38.75
Ova + Parasites Examination	5	9.84	49.20	14.61	73.05
Antinuclear Antibodies Direct	5	13.36	66.80	11.03	55.15
Lead, Blood (Adult)	5	13.88	69.40	20.48	102.40
Cholinesterase, Serum and RBC	5	17.21	86.05	48.35	241.75
Hepatitis C Virus (HCV), Genotyping, Nonreflex	5	284.52	1,422.60	245.00	1,225.00
Glucose, Serum; Uric Acid, Serum; BUN; Calcium, Serum; Phosphorus, Serum; Protein, Total, Serum; Albumin, Serum; Bilirubin, Total; Alkaline Phosphatase, Serum; LDH; AST; Lipid Panel w/o LDL, VLDL; Thyroid; Thyroxine (T4); T3 Uptake; Free Thyroxine Index; CBC	5	109.67	548.35	21.41	107.05
Venipuncture Charge Per Patient	800	3.00	2,400.00	0.00	0.00
		Subtotal	46,673.99	Subtotal	55,837.70
		LVP	0.00	LVP	0.00
		Prompt Payment	0.00	Prompt Payment	0.00
		Ref. Price for Cat. B	46,673.99	Ref. Price for Cat. B	55,837.70
Category C - Pap Smears/Pathology For Western Placer County					
Category/Item Description	Qty	Unit Price	Extension	Unit Price	Extension
Gynecologic Pap Test, Liquid-Based Preparation (Image-Guided) With Reflex to High-Risk Human Papillomavirus (HPV) Profile, Hybrid Capture when ASCUS	450	22.40	10,080.00	32.00	14,400.00
Gynecologic Pap Test, Liquid-Based Preparation With Reflex to High-Risk Human Papillomavirus (HPV) Profile, Hybrid Capture	150	22.40	3,360.00	25.00	3,750.00
Gynecologic Pap Test, Liquid-Based Preparation With Reflex to High-Risk Human Papillomavirus (HPV) Profile, When ASC-U, ASC-H, LSIL, HSIL	35	22.40	784.00	25.00	875.00

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Name of Firm City/State		Quest Diagnostics Sacramento, CA		Laboratory Corporation of America Folsom, CA	
Telephone		916-679-3930		916-365-6008	
Fax Number		916-927-1492		858-391-7163	
LVP Certified? ⁽¹⁾		No		No	
Invoice Terms ⁽²⁾		Net 30		Net 30	
Category/Item Description	Qty	Unit Price	Extension	Unit Price	Extension
Gynecologic Pap Test (Image-Guided), Liquid-Based Preparation and Chlamydia/Gonococcus, Nucleic Acid Amplification (NAA) With Reflex to Human Papillomavirus (HPV), High-Risk DNA Detection When ASC-U	150	77.60	11,640.00	242.09	36,313.50
Gynecologic Pap Test (Image-Guided), Liquid-Based Preparation With Reflex to Human Papillomavirus (HPV), High-Risk DNA Detection When ASC-U, ASC-H, LSIL, HSIL, AGUS	15	22.40	336.00	32.00	480.00
Gynecologic Pap Test, Liquid-Based Preparation (Image-Guided)	75	22.40	1,680.00	32.00	2,400.00
Physician Read Pap	10	12.89	128.90	20.00	200.00
Pathology Report	10	60.25	602.50	0.00	0.00
		Subtotal	28,611.40	Subtotal	58,418.50
		LVP	0.00	LVP	0.00
		Prompt Payment	0.00	Prompt Payment	0.00
		Ref. Price for Cat. C	28,611.40	Ref. Price for Cat. C	58,418.50
Category D - Pap Smears/Pathology For Eastern Placer County	Qty	Unit Price	Extension	Unit Price	Extension
Gynecologic Pap Test, Liquid-Based Preparation (Image-Guided) With Reflex to High-Risk Human Papillomavirus (HPV) Profile, Hybrid Capture when ASCUS	150	22.40	3,360.00	32.00	4,800.00
Gynecologic Pap Test, Liquid-Based Preparation With Reflex to High-Risk Human Papillomavirus (HPV) Profile, Hybrid Capture	50	22.40	1,120.00	25.00	1,250.00
Gynecologic Pap Test, Liquid-Based Preparation With Reflex to High-Risk Human Papillomavirus (HPV) Profile, When ASC-U, ASC-H, LSIL, HSIL	15	22.40	336.00	25.00	375.00
Gynecologic Pap Test (Image-Guided), Liquid-Based Preparation and Chlamydia/Gonococcus, Nucleic Acid Amplification (NAA) With Reflex to Human Papillomavirus (HPV), High-Risk DNA Detection When ASC-U	50	77.60	3,880.00	242.09	12,104.50
Gynecologic Pap Test (Image-Guided), Liquid-Based Preparation With Reflex to Human Papillomavirus (HPV), High-Risk DNA Detection When ASC-U, ASC-H, LSIL, HSIL, AGUS	5	22.40	112.00	32.00	160.00
Gynecologic Pap Test, Liquid-Based Preparation (Image-Guided)	25	22.40	560.00	32.00	800.00
Physician Read Pap	5	12.89	64.45	20.00	100.00
Pathology Report	5	60.25	301.25	0.00	0.00
		Subtotal	9,733.70	Subtotal	19,589.50
		LVP	0.00	LVP	0.00
		Prompt Payment	0.00	Prompt Payment	0.00
		Ref. Price for Cat. D	9,733.70	Ref. Price for Cat. D	19,589.50
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.		Subtotal of Cat. A-D	227,834.55	Subtotal of Cat. A-D	287,590.95
		LVP	0.00	LVP	0.00
		Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
(2) Invoice Terms of less than 10 days cannot be considered.		Total Ref. Price	\$227,834.55	Total Ref. Price	\$287,590.95

- Quest Diagnostics did not include blood draw station(s) for Eastern Placer County. Quest also took exceptions to the County's minimum insurance requirements. As a result, their bid was determined to be non-responsive and was rejected.

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**Placer County
Health and Human Services Department**

Administrative Services Division

Date: January 28, 2010
To: Honorable Board of Supervisors
From: Graham Knaus, HHS Director of Administrative Services
Subject: **Fiscal Impact Statement
BPO for Clinical Laboratory Services- Community Clinics and Adult System of
Care
For the period April 1, 2010 to March 31, 2011**

The department has budgeted appropriately for this \$173,500 Blanket Purchase Order (BPO). Funding for the first 3 months is available in the FY09-10 Final Budget. The remaining period of the BPO will be funded through the FY2010-2011 budget process. These mandated services are provided to eligible recipients in the County's mandated Medical Care Services Program which is funded 100% with County General Fund.

Perspective, Hope, and Opportunity