

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

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: July 9, 2013
SUBJECT: Specimen Collection and Drug Testing Services – Valley Toxicology Inc.

ACTION REQUESTED

1. Approve the award of Bid No. 10251 for Specimen Collection and Drug Testing Services to Valley Toxicology Inc. of West Sacramento in the maximum amount of \$150,000 for the period of August 1, 2013 to June 30, 2014, funded in the FY 2013-14 Proposed Budget with \$113,000 of Federal and State revenue and \$8,000 in client fees and \$29,000 in required County General Fund match;
2. Approve the option to renew for two additional one-year terms provided the renewal amounts do not exceed 10 percent of the recommended contract amount of \$150,000; and
3. Authorize the Purchasing Manager to sign the resulting Blanket Purchase Order.

BACKGROUND

The Health & Human Services Department (HHS) requires a contract with a vendor to provide specimen collection, drug and alcohol testing services, and related supplies on an as-needed basis. Notices announcing the availability of Bid No. 10251 were emailed to 25 firms via Procurement's on-line bid system. Four bids were received. The bid submitted by American Screening was declared non-responsive for failure to submit the required bid documents.

The bid solicitation described the County's intent to evaluate the bid on an all-or-none basis based on a combination of price and evaluation criteria for specific value-added services. Valley Toxicology submitted the highest scoring bid. None of the vendors offered prompt pay discounts. Local Vendor Preference was considered, but did not affect the outcome. Attachment A contains the complete bid evaluation.

FISCAL IMPACT

HHS has submitted a request to award a BPO in the maximum amount of \$150,000. Upon your Board's approval the new BPO will be issued for the period August 1, 2013 to June 30, 2014. The department's Fiscal Impact Statement is included as Attachment B.

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

Attachments: A. Bid Evaluation
B. Fiscal Impact Statement



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

Bid No. 10251
Title: Specimen Collection & Drug Testing
Due Date: 5/30/13

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

(Recommended award is highlighted)

		Name of Firm City/State	Valley Toxicology West Sacramento CA	Community Recovery Resources Roseville CA	Phametch Inc San Diego CA			
		Contact Person Telephone	Jon Knapp 916-371-5440					
		LVP Certified? ⁽¹⁾	No	Yes	No			
CATEGORY A - SPECIMEN COLLECTION SERVICES								
#	DESCRIPTION	MAX PTS	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE
1	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: 5 days per wk = 7 pts 10 hrs per day = 9 pts x 5 days Auburn: 5 days per wk = 7 pts 10 hrs per day = 9 pts x 5 days	104	Auburn: 5 days per wk = 7 pts 4 hrs per day = 0 pts x 5 days Roseville: 5 days per wk = 7 pts 6 hrs per day = 5 pts x 5 days Kings Beach: 4 days per wk = 5 pts 6 hrs per day = 5 pts x 4 days	64	Roseville: 7 days per week = 9 pts 2 days @ 8 hrs = 7 pts x 2 days 3 day @ 9 hrs = 9 pts x 3 days 1 day @ 4 hrs = 0 pts Auburn: 3 days per wk = 0 pts 2 days @ 8 hrs = 7 pts x 2 days 1 day @ 9 hrs = 9 pts x 1 day	73
2	Employees' avg length of employment for specimen collection sites: 3 yrs+ = 5 pts; 1-3 yrs = 3 pts; less than 1yr = 0 pts	5	More than 3 yrs	5	1-3 yrs	3	More than 3 yrs	5
TOTAL SCORE:		77		109		67		78

CATEGORY B - DRUG & ALCOHOL SCREENING								
#	DESCRIPTION	MAX PTS	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE
1	Number of people in chain of custody: 1-3 people = 5 pts; 4-6 = 3 pts; 7 or more = 0 pts	5	1-3	5	7 or more	0	1-3	5
2	Test Capabilities: 5 points for each Yes answer: Spice, Opana, Bath Salts, ETOH	20	Yes to all	20	Yes to all	20	Yes to all	20
3	Max. Turnaround Times (see Questionnaire)	42	See questionnaire	34	See questionnaire	34	See questionnaire	34
4	Length of Storage: 12-17 month = 3 pts; 18-23 months = 5 pts; 24 or more = 7 pts	7	More than 24 mos.	7	More than 24 mos.	7	More than 24 mos.	7

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Name of Firm		Valley Toxicology		Community Recovery Resources		Phametch Inc		
5A	Delivery method for submitting test results to County: Secure computer program = 5 pts; Encrypted email = 3 pts; Fax = 1 pt	5	Computer Program	5	Computer and Fax (points given for computer only)	5	Computer, Email, Fax (points granted for computer only)	5
5B	Turnaround time for presumptive positives: Within 12 hrs = 5 pts; within 24 hrs = 3 pts; within 48 hrs = 1 pt	5	Within 12 hours	5	Within 12 hours	5	Within 24 hours	3
5C	Turnaround time for GC/MS confirmatory: Within 3 days = 5 pts; 5 days = 3 pts; 7 days = 1 pt; over 7 days = 0 pts	5	3 days	5	3 days	5	3 days	5
6	Employees' avg length of employment for lab site: 3 yrs+ = 5 pts; 1-3 yrs = 3 pts; less than 1yr = 0 pts	5	More than 3 yrs	5	More than 3 yrs	5	More than 3 yrs	5
TOTAL SCORE:		94		86		81		84

CATEGORY C - INSTANT READ TEST KITS

#	DESCRIPTION	MAX PTS	TOTAL COST	SCORE	TOTAL COST	SCORE	TOTAL COST	SCORE
	Score for Total Bid Price The firm submitting the Lowest Cost is granted the max. points. The other firms are scored by comparing their Cost against the Lowest Cost. Formula: Lowest Cost divided by Other Firm's Cost x Max Available Points = # of Points for Other Firm	300	\$224,381.25	300	\$295,845.25	227.53	\$399,406.88	168.54

TOTAL SCORE - ALL CATEGORIES:	Subtotal	495.00	Subtotal	375.53	Subtotal	330.54
			LVP	18.78		
	TOTAL SCORE	495.00	TOTAL SCORE	394.31	TOTAL SCORE	330.54

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Placer County
Health and Human Services Department

MEMORANDUM
Administrative Services Division

Date: July 9, 2013
To: Honorable Board of Supervisors
From: Rebecca Mellott, HHS Fiscal Program Manager
Subject: **Fiscal Impact Statement**
BPO for Alcohol and Drug Testing Services
Adult and Children's Systems of Care
For the period August 1, 2013 through June 30, 2014

The Department has budgeted appropriately for the renewal of this Blanket Purchase Order (BPO) in the amount of \$150,000 (\$29,000 net County cost), and funding is included in the FY2013-14 Requested Budget. This service includes specimen collection and materials, and laboratory testing. Funding for this BPO includes \$113,000 of Federal and State revenue, \$8,000 in client fees, and \$29,000 of required County General Fund match.

Perspective, Hope, and Opportunity