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QUESTIONS AND ANSWERS

**Toxicology - Drug-Alcohol Testing Request for Proposals (RFP)
County of Tuolumne, Social Services Department, Probation Department**

Deadline for Questions: November 23, 2021

Deadline for Proposal Submission: December 3, 2021

1. **Question:** How often is testimony required of couriers?
 - a. **Answer:** *Exceedingly rare. There has been no instance in which the County has required testimony from a courier in the past 20 years but it is conceivable that it could be required by a court.*

2. **Question:** How often is testimony required of chemists.
 - a. **Answer:** *Rarely. The County contacts the chemists regularly for certified laboratory testing results provided with a sworn affidavit, which are usually accepted by the District Attorney, County Counsel and the Court in lieu of testimony. A chemist has only been required to testify as an expert two or three times in the past 20 years.*

3. **Question:** How many times in the past year was telephone testimony used?
 - a. **Answer:** *None*

4. **Question:** From the scope of services, item I, when does the turnaround time start?
 - a. **Answer:** *Turnaround times begin once the provider possesses a specimen.*

5. **Question:** How many sites require pick up service, and how many times per week?
 - a. **Answer:** *Afternoon pickup is required 5 days per week, Monday through Friday at the following sites:*
 - i. *Child Welfare Services Office, 20111 Cedar Road North, Sonora, CA 95370*
 - ii. *Probation Department, 465 S. Washington St. Sonora CA 95370*
 - iii. *Juvenile Detention Facility, 12784 Justice Center Dr. Sonora CA 95370*

6. **Question:** From Section 7, F. Other Requirements, are these items to be provided with the proposal, or in the event a contract is awarded?
 - a. **Answer:** *These requirements are conditions of a contract and must be provided upon execution of the contract.*

7. **Question:** Could you please provide the current contract and the related proposal?
- a. **Answer:** *Copies of the most recent fully executed contract have been attached to the RFP on <https://www.tuolumnecounty.ca.gov/> as related documents. The previous RFP process was conducted through Sourcewell and can be found at <https://www.sourcewell-mn.gov/cooperative-purchasing/032118-rt/>*
8. **Question:** What Company is the current provider of these services?
- a. **Answer:** *Redwood Toxicology Laboratories, Inc.*
9. **Question:** Section Five: Minimum Qualifications, D. GC/MS drug confirmation testing – Will the County accept LC-MS/MS as a confirmation testing method?
- a. **Answer:** *Yes. The County will accept any testing format that meets forensic standards and requirements outlined in the RFP.*
10. **Question:** Attachment 2: Scope of Services, a) “drug and alcohol screening tests” - Are these instant-read tests or laboratory screening tests? If they are instant-read tests, will the County accept laboratory screening testing instead?
- a. **Answer:** *The County requires a combination of instant-read tests and laboratory screening tests*
11. **Question:** What are the prices currently being paid for the services?
- a. **Answer:** *Below is a sampling of recent pricing for the most common procedures.*
- i. *Urine 11 Panel, ALC,AMP,BAR, 820,COC,CR,MTD,OPI,PCP,PPX,THC : \$5.75*
 - ii. *Amphetamines LC-MS/MS Confirmation, Urine: \$12.50*
 - iii. *Specimen retrieval (shipped): \$0*
 - iv. *Ethyl Glucuronide (EtG) EIA Screen, Urine \$10.95*
 - v. *Opiates LC-MS/MS Confirmation, Urine \$12.50*
 - vi. *Instant read 5 panel tests: \$1.26-1.36 each*
 - vii. *Instant read 10 panel tests: \$2.68 each*
12. **Question:** Of the approximately 25,000 annual screenings, what percentage are instant-read tests?
- a. **Answer:** *The percentage can vary but it tends to hover around 20 percent.*
13. **Question:** Is the County open to eliminating Instant-Read Tests? Instant-Read tests are not accurate, subjective, and require costly add-on testing.
- a. **Answer:** *No*
14. **Question:** Is the County open to have two different vendors? i.e. – one for presumptive testing, and one for confirmation testing?
- a. **Answer:** *The county prefers to use a single vendor.*
15. **Question:** What assays are the County currently testing for on the 5-panel, 10-panel presumptive tests?
- a. **Answer:** *Below are examples of panels currently in use:*
- i. *PANEL 5-COC150/AMP1000/mAMP500/THC/OPI300 (Rapid)*
 - ii. *PANEL 5 COC/THC/MOP/m-AMP/BZO (Rapid)*
 - iii. *Panel 6-COC150/AMP300/mAMP500/THC/MDMA/MOP (Rapid)*
 - iv. *Panel 10-COC/AMP/mAMP/THC/MTD/MOP/OXY/BAR/BZO/BUP (Rapid)*
 - v. *Urine 11 Panel: ALC,AMP,BAR,BZO,COC,CR,MTD,OPI,PCP,PPX,THC (Lab)*

16. **Question:** What is the difference between an “instant read” test and the 5 and 10 “presumptive” tests? Please clarify what a presumptive test is.
- a. **Answer:** *“Presumptive” tests are the results of instant-read tests that may require further verification in a lab.*
17. **Question:** Will pre-printed CCFs be used for field collections or collections done at a county site? Will there be access to computer, internet, and printer at the time of collection?
- a. **Answer:** *Because this is a rural county, we cannot rely on internet access in the field. Currently, when a test is presumptively positive for any substance, the tester completes a Urine Requisition Chain of Custody form in triplicate. It must be completed in the client’s presence and check “yes” or “no” as to whether the collection was observed. The tester prints a client name on the form, asks the client to initial the test bottle label that seals the bottle and sign the form. The white copy of the form is folded and placed with the urine sample in the drug testing zip lock bag and shipped daily to a lab. The yellow copy of the form is stored and matched to the lab results.*
18. **Question:** Please provide the list of drugs, with the screening cutoff levels and the confirmation levels.
- a. **Answer:** *The county follows federal standards as they evolve. The minimum list of drugs below includes the current federal thresholds. Proposers are welcome to provide additional drugs with testing thresholds.*
- i. [Federal Register, Mandatory Guidelines for Federal Workplace Drug Testing Program: Final Rule, Federal Register, 82 FR 7920 – 2017 \(PDF | 434 KB\) – Page 22](#)
19. **Question:** Regarding Section Five subsection G, would the County allow a bidder to provide a current certificate of participation from a nationally recognized proficiency testing program as proof of proficiency testing, or do actual program result reports need to be included with the bid? If the latter, would the County please verify that they will keep proficiency test results confidential and redact them from any PRA request documents?
- a. **Answer:** *Please submit the results of all proficiency tests conducted over the last 12 months with your proposal, clearly identifying the information that you consider to be confidential under the California Public Records Act. To the extent that the County agrees with that designation, such information will be held in confidence whenever possible.*
20. **Question:** Regarding award notification, will this be done via email or via physical mail?
- a. **Answer:** *A proposer who has submitted a proposal by email or includes an email in a hard copy proposal will receive a notification via email. All proposers will receive a notification via physical mail. The County recommends submitting by email as proposals will not be subject to postal delays.*
21. **Question:** In terms of the protest/appeal process, is the date of the Notice of Award considered to be the date the County sends out notification, or when it is received by the bidder?
- a. **Answer:** *The date on which the notice is sent is considered the date for the protest/appeals process.*
22. **Question:** Will the County consider any requests for potential exceptions or modifications to the terms and conditions of the sample agreement, or will this disqualify a bidder? For example:
- If a vendor’s Commercial General Liability is on a claims-made basis instead of occurrence-based, will the County allow for this exception as long as the vendor can provide a “tail” i.e. continue the insurance for a certain period of time after the termination of the agreement?
 - Vendors typically cannot guarantee access to broader coverage and/or higher limits by the County. Would the County consider allowing a vendor to raise their provided limits to the County instead, such as \$10 million for CGL per occurrence/aggregate, \$2 million for auto, and \$2 million for employer’s liability?

- Insurers will typically only provide cancellation notice to the primary insured, not additional insureds. Can the vendor take on the responsibility of providing notice of cancellation instead?
 - Will the County accept certificates of insurance instead of access to full insurance policies? The policies themselves are considered proprietary documents.
- a. **Answer:** *All insurance provisions must match those in the RFP, including the Sample Agreement. To do otherwise would be unfair to proposers who meet the conditions of the RFP.*
23. **Question:** Please clarify what the County means by adhering to the Federal DHHS Scientific and Technical Guidelines for Federal drug testing programs (section h on page 13 and section p.i on page 14). This is language typically used for testing under the DHHS' SAMHSA Federal Workplace program, whereas this bid seems to require the DHHS' CLIA certification, not SAMHSA. SAMHSA certification includes testing for only certain classes of drugs, requires medical review officer (MRO) review of all positive results, split specimen collection, automatic confirmation of positives, and is designed for workplace testing. Does the County merely mean that the laboratory testing will need to be in line with CLIA certification standards?
- a. **Answer:** *Correct. Laboratory testing must be in line with CLIA standards. As referenced in an earlier question, the SAMHSA standards are included to provide minimum thresholds for presumptive and confirmation testing, not operational standards.*
24. **Question:** Please clarify the maximum turn-around time requirement for alcohol outlined on section i on page 13. This separation of illicit drugs and alcohol is usually associated with postmortem or human performance testing at a forensic laboratory in substances such as blood.
- a. **Answer:** *The county wishes to know a proposers maximum turnaround times for both substance types. This RFP does not pertain to postmortem or human performance testing.*
25. **Question:** The County mentions Title 17 alcohol testing on page 14, section p.i. This is typically something utilized for human performance testing requirements, such as in DUI cases. Is Title 17 testing required for the County's alcohol tests? Will the County be providing blood samples for alcohol testing?
- a. **Answer:** *The County has no intent of taking or supplying blood samples under this RFP.*
26. **Question:** On Attachment 3, please verify that the 5- and 10-panel test line items are for laboratory urine tests.
- a. **Answer:** *These RFP requirements are minimums. If the proposer offers both instant-read and lab 5- and 10-panel tests, please include both in the proposal. If only one type is available, please include that.*
27. **Question:** On Attachment 3, for the "Instant-Read Test" line item, if the proposer has multiple options for devices (such as a 5- or 10-drug panel), should the proposer use only the 5-drug option?
- a. **Answer:** *These RFP requirements are minimums. If a proposer has multiple options, it's best to include them in a proposal.*
28. **Question:** On Attachment 3, some drug confirmations are more expensive to perform than others. May vendors quote a "standard" confirmation price for the GC-MS Confirmation line item and then indicate elsewhere what specialty confirmation tests will cost.
- a. **Answer:** *Yes, this is acceptable.*
29. **Question:** Would the County accept invoices that include an itemized listing of services performed, including participant name, dates, test description, and cost, but does not include the actual result?

- a. **Answer:** *This may be negotiated if the proposer is subject to conflicting privacy regulations.*
30. **Question:** Under section 9 Compliance on page 20, the section indicates that California Department of Social Services Exhibit D(F) is attached as Exhibit C, but we do not see that included in the RFP. Is that the document hyperlinked? Can the County please provide a copy?
- a. **Answer:** *These conditions are not applicable as the County's funding sources under this RFP do not have these requirements.*
31. **Question:** Due to the Thanksgiving holiday and considering there may be pending answers to questions that won't be available right away, would the County consider extending the Bid Opening by a few days to allow vendors a little more time to respond?
- a. **Answer:** *The county wishes to move forward quickly to meet dependent deadlines. At this time, no extension is planned.*