



REQUEST FOR PROPOSALS #2018-89
Medical Laboratory Testing Services
RESPONSE TO CLARIFYING QUESTIONS #1
November 6, 2018

Note that these are questions submitted by interested firms to the above referenced solicitation. The below answers are for clarification purposes only and in no way alter or amend the RFP as published.

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	Can responses for chain-of-custody drug testing and clinical testing services be separated? Some T requirements in the RFP appear to relate to one or the other, but are combined in a section.	Yes
	Does CCHCD require POCT drug testing cups? If so, please clarify what specific services are needed.	Yes, we require POCT (Point of Collection Testing) Tox cups for urinalysis for testing of pregnancies, infections, etc. Services are needed for drug screens.
	Does Clackamas County intend to purchase laboratory services through a Group Purchasing Organization, and if so, which one?	We are becoming members to MMCAP (Minnesota Multistate Contracting Alliance for Pharmacies) with the intention of buying medical/dental supplies and pharmaceuticals.
Page 7, Section 3.2, Definitions	Do the definitions of “Contractor” and “Laboratory” both refer to the laboratory providing a response to the RFP? If no, can you please clarify the differences between Contractor and Laboratory?	No, they are separated out because the Contractor may subcontract with the Laboratory providing the testing of the Contractor and may have a different business name because they are a “parent company” or another business affiliation that owns the Laboratory.
Page 7, Section 3.4.1, Medical Laboratory Testing	This section <i>indicates “Contractor shall provide specimen pick-up services and laboratory testing services to include testing for prescription drugs, over the counter drugs, and street drugs (e.g., Spice, Kratom, etc.)”</i> – however, none of this referenced testing appears on the Attachment A, Fee Schedule	We are interested in seeing what panels the proposer’s develop based off of standard practices. Additionally, we are interested in pricing for the specialty drugs not typically on a proposer’s panel. Utilization of these tests are for drug test screenings.

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	included in the RFP. Please provide utilization for this testing. If testing includes drug panels, please provide individual components needed for each panel.	
Page 8, Section 3.4.1, Medical Laboratory Testing continued	<i>“All Behavioral Health lab tests will use a COC form”</i> . Does this include routine clinical laboratory services (i.e. CBC or Protime) for a Behavioral Health patient? If not, how does the Clackamas County clinic handle ordering the clinical testing for Behavioral Health patients?	No. Handled via courier for Behavioral Health labs non-COC.
Page 8, Section 3.4.3, On-Site Services and Section 3.4.7, Support Services and Page 11, Section 3.4.12 Staffing Services	Please confirm that the only clinics for which CCHCD requires on-site phlebotomy are Beavercreek and Sunnyside clinics from 8am to 7pm.	Yes
Page 8, Section 3.4.4, Laboratory Consultation	<i>“Contractor shall provide expert toxicologist consultation services including genetics, toxicology, HIV, microbiology, and other consultation services as needed to aid providers with test result interpretation.”</i> Please clarify what is meant by “expert toxicologist consultation services” which would not typically be applicable to genetics, HIV or microbiology testing.	Yes, all lab companies do/have this capability.
Page 8, Section 3.4.5, Reporting	<i>“Contractor shall comply with the reporting requirements of the County including but not limited to: Progress, Status and Performance reports necessary to support progress payments or cost reimbursements.”</i> Please clarify what County’s reporting requirements are and what specific reports are expected to meet these requirements?	This is usually around coverage (or lack thereof) as it relates to Medicare and tests. We are required to report Sexually Transmitted Infections (STI’s). Contractor will be required to perform reporting as is currently being performed by incumbent. The County is reserving the right to obtain all reports.
Page 8, Section 3.4.6, Test Results	<i>“Laboratories will provide critical test results after hours. Include validity testing on each specimen at no</i>	Yes, we want validity testing done via confirmation testing on all specimens

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	<p><i>additional charge</i>". Please describe what "validity testing" is needed for critical test results. Or, please confirm if you are stating that you want validity testing on any urine test you might submit for prescription drug monitoring purposes as well as rehab purposes? Please clarify what particular services are needed here.</p>	<p>to ensure accuracy. This will be done at no additional cost.</p>
<p>Page 8, Section 3.4.7, Support Services</p>	<p><i>"Contractor shall provide training of new staff and other staff as needed on phlebotomy skills using attestation tools provided by CCHCD."</i> Please clarify who CCHCD is referring to when they state "new staff" and "other staff". Does staff refer to the Contractor's staff or CCHCD staff? Can you please provide an example of the attestation tools that would be used?</p>	<p>The Contractor's staff/embedded lab company staff is who we are referring to that the training will apply to.</p> <p>Contractor's staff – skills verification, blood draws manually.</p>
<p>Page 9, Section 3.4.7, Support Services continued</p>	<p><i>"Contractor shall provide training of new staff and other staff as needed on specimen collection including tube selection for blood collection, tissue collection and urine collection."</i> Does "staff" refer to Contractor's staff or CCHCD staff?</p>	<p>"Staff" refers to Contractor's staff.</p>
<p>Page 9, Section 3.4.7, Support Services continued</p>	<p><i>"Contractor shall draw labs that Laboratory will not be processing as requested for other entities i.e.; State"</i></p> <ol style="list-style-type: none"> 1. In what instance(s) would CCHCD request that Contractor/Laboratory draw specimens for other entities? 2. What entities other than State would CCHCD expect the Contractor/Laboratory to draw for? 3. Who would Contractor/Laboratory bill for the draw when the testing will not be performed by the Contractor/Laboratory? 	<ol style="list-style-type: none"> 1. Essential Public Health functions. 2. That's all of them. 3. Yes, we expect venipuncture fees.

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Page 9, Section 3.4.7, Support Services continued	<p><i>“Laboratory will also test results for prescription medication monitoring. This will include specimen collections to be sent to and processed by the State rather than the awarded Laboratory of this RFP.”</i></p> <p>Does this refer to Contractor/Laboratory collecting blood specimens to be tested in CCHCD laboratory or the State laboratory OR are you asking Laboratory to collect AND test prescription medication monitoring testing in the Laboratory’s lab?</p>	<p>This refers to Contractor/Laboratory collecting blood specimens to be tested in CCHCD laboratory or the State laboratory.</p>
Page 9, Section 3.4.7, Support Services continued	<p><i>“Contractor shall draw point of care testing as needed including anticoagulation”.</i> Please provide the specific menu of tests that CCHCD requires. Please provide a list of the sites for which CCHCD requires this service.</p>	<p>PT/INR (blood thinners) for anticoagulation only.</p>
Page 9, Section 3.4.7, Support Services continued	<p><i>“Contractor shall maintain laboratory equipment in clinic, ie; autoclave, etc.”</i></p> <p>Please specify the precise equipment to be provided and maintained. “Autoclave” is not equipment typically provided nor maintained by a reference clinical laboratory.</p>	<p>Laboratory testing for substance abuse disorder diagnosis and treatment is performed in two stages. Both stages use validated instruments and FDA reagents.</p> <p>The first stage is called Initial Testing. We use FDA reagents on an automated instrumental platform. The reagents use a technique called immunoassay. Results from Initial Testing are considered presumptive.</p> <p>The second stage is called confirmatory testing. We use validated methods for this stage. The technique is Mass Spectrometry which is considered the gold standard for drugs of abuse testing.</p> <p>Testing that is reported as Positive after both Initial and Confirmatory testing would qualify as attestation testing.</p>

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Page 9, Section 3.4.7, Support Services continued	<i>“Contractor shall follow CCHCD protocols/processes for sterilization regarding Infection Control”</i> . Please provide CCHCD protocols / processes for sterilization regarding Infection Control.	Please see the “Infection Control Plan” posted under the RFP and be advised the policy is currently under review and development. A “revised” policy will be in effect at time of contract execution or shortly thereafter.
Page 11, Section 3.4.12, Staffing Services	<i>“Provide certified external phlebotomists at the Beavercreek and Sunnyside clinics from 8am – 7pm.”</i> Please confirm this is for Monday – Friday.	Yes.
Page 11, Section 3.4.12, Staffing Services	“Perform tasks related to Laboratory daily operations and sanitation duties”. What is meant by “sanitation duties”?	Typical sanitation standards and duties required of all certified laboratory testing facilities. Specifics to be negotiated with awarded vendor.
Page 11, Section 3.4.13, Patient Care Initiatives	“Provide consultation on Patient Care Initiatives which have a lab testing component, i.e.; Colorectal Cancer home screening tests, etc. Coordinate the completion of lab processing, related to Patient Care Initiatives, at standard reimbursement rates.” Please specify the type and scope of consultative services needed.	If staff have questions about a lab test then they will ask the phlebotomy staff about testing. These are standard laboratory operations.
Page 12, Section 3.7, Location Sites and Hours of Operation	Are any of the listed sites for CCHCD open on weekends? If so, please provide a list of weekend hours for each site.	No, Dental clinics open only on weekends. No labs with Dental.
Page 16, Section 5.2, Scope of Work	“Scope of Work (25 page limit)”. Does this 25 page limit to the Proposer’s response include any attachments and/or exhibits?	The 25 page limit does not include required RFP forms.
Page 19, Item (k) Proposal Certification document and Page 26, “Proposed Total Not-to-Exceed Cost for Services” box/table.	Proposer respectfully requests that the RFP be modified to eliminate the “Proposed Total Not-to-Exceed (“NTE”) Cost for Services on page 26 of the RFP, as well as all references to Total Not-to-Exceed (“NTE”) Cost for Services in the proposed contract. The basis for this request is that all diagnostic laboratory testing is based on Per Test Fees. There is a natural, but unpredictable, variation in the	The RFP has been amended to remove references to the Not-to-Exceed cost for services. Please see the appropriate Addendum posted under the RFP for additional details.

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	types and especially numbers of tests that are ordered in any given year. As such it would be improvident and speculative to include a “not to exceed” figure. Proposer warrants that it will not change the Per Test Fees except as otherwise permitted in the contract and as may be agreed upon by the Proposer and CCHCD. As such, the Per Test Fees are presented in a “not-to-exceed” format.	
Pages 20 – 26, Attachment A, Fee Schedule	Please provide the individual components of all the panels listed in Attachment A, Fee Schedule (for <u>example</u> , page 22, the drug screen/drug panels, page 23 the Hepatitis B Profile VI to name a few)	Please disregard the components that reference panels. Those will be negotiated with the awarded vendor.
Page 26, Attachment A, Fee Schedule	Second table on page 26 – “Additional Fees (if applicable)”. Does “Additional Fees” refer to laboratory services not included in the utilization table? If not, can you provide an example of a service for which you need the “additional fee” specified?	Disclose if there are any fees that are outside the fee sheet for optional services under the contract.
Page 1 of Clackamas County Sample Contract, Section 2, Consideration	<p>Because this is a “per test fee” priced contract, we suggest the following language:</p> <p>The County agrees to pay Contractor, from available and authorized funds, a sum not to exceed \$_____per test fee <u>prices not to exceed the prices set forth in Contractor’s RFP response</u>, for accomplishing the Work required by this Contract. If any interim payments to Contractor are made, such payments shall be made only in accordance with the schedule and requirements in Exhibit A.”</p> <p>The reason for this proposed change is because diagnostic testing is performed on a per test fee basis, and the parties do not know how many tests will be ordered.</p>	County contracts will have a Not-to-Exceed for total possible compensation. Appropriate modifications to the contract will be made at the time of drafting, after award.

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Page 3 of Clackamas County Sample Contract, Section 11, Limitation of Liabilities.	<p>Please strike the first part of the first sentence of this section: “Except for liability arising under or related to Section 14 or 21 (B),”</p> <p>The reason for this proposed change is because indirect, incidental, consequential, and special damages are potentially limitless and are not commercially reasonable.</p>	<p>The County will not negotiate contract terms during the RFP process. Per Section 4.3 of the RFP, the County will enter into contract negotiations once a selection has been made.</p>
Page 10 of Clackamas County Sample Contract, Consideration	<p>Because this is a “per test fee” priced contract, we suggest the following language:</p> <p>Payment for all Work performed under this Contract shall be subject to the provisions of ORS 293 462 and shall not exceed the total maximum sum of \$_____the per test fees shall not exceed the prices set forth in Contractor’s RFP response. Invoices shall be submitted to:</p>	<p>See answer above.</p>

End of Clarifying Questions #1