

1. The RFP indicates that DISC Village currently contracts with multiple sources for drug testing. Who are your current vendors for these services?
A. Redwood and Norchem
2. What are the fees you currently pay for these services?
A. DISC Village currently has different rates for different services
3. Are the current agreements/contracts available for examination?
A. No
4. Can you please provide the estimated monthly volume of oral fluid specimens?
A. The average annual request for substance abuse and alcohol testing is estimated at a minimum of 5000 but can change due to necessity and clients.
5. Can you please provide the estimated or historical positivity rate?
A. The average annual request for substance abuse and alcohol testing is estimated at a minimum of 5000 but can change due to necessity and clients.
6. What is the planned service start date?
A. CONTRACT PERIOD: The awarded Vendor contract shall be for a specific period of up to four (4) years beginning on July 1, 2015. The contract may be renewed annually thereafter upon written consent from both parties.
7. In Section III. RESPONSE FORMAT, the Submission of Proposal paragraph states that "The electronic submission and CD/ DVD or media disk must be in Word, Excel or PDF and must be in Excel format..." Can you please confirm which formats are acceptable for the electronic submission?
A. Word, Excel or PDF; if in Excel, the document must be unlocked and unprotected.
8. Will any testing for any Departments of Corrections be performed under the contract resulting from this RFP? If so, can you provide the estimated volume of such tests?
A. All testing will be performed on DISC Village clients
9. Are you currently using any instant testing devices? If so, how many?
A. Currently we use instant oral swabs and instant cups.
10. Are you requesting pricing for any instant testing devices in this RFP? If so, for what drugs/panels?
A. This would be an alternative method of testing, and DISC Village has outlined a starting list of drugs. Please use Attachment A as a guide for drug testing.
11. How do you currently separate the specimens between your various lab vendors? That is, how is it determined which specimens are sent to which laboratory?
A. This is not relevant to the current solicitation. DISC Village is looking to partner with one Vendor for services outlined.
12. In Section II. SERVICES, Special Provisions indicates that one of the required licenses is from the "Florida State Board of Health". Can you confirm that a Clinical Laboratory License for the specialty of Toxicology from the State of Florida Agency for Health Care Administration is acceptable?
A. YES
13. Under Collection – Frequency and Sites in the Scope of Work, it states that vendor "shall provide arrangements with a courier service to pick up specimens...". Please confirm that "courier" includes common carriers such as FedEx.
A. YES
14. Testing and Testing Methodologies in the Scope of Work mentions "exceptional testing". Can you please explain what constitutes exceptional testing and provide examples?
A. This would be upon request, and DISC Village would determine this at the time of request.
15. Attachment B – Proposal Price Form: Can you explain what vendors should enter for "Method"

A. If you offer an alternative method of testing DISC Village would like to know about it.

16. Who are the incumbents for these services and what you currently paying?

A. Please see question #1

17. Attachment E has Alabama mentioned multiple times, is this meant to be Florida and we do not need to have an Alabama Business license for this bid?

A. The document has been revised.

18. Are we confined to the spaces provide on the forms (i.e. pricing, vendor proposal form) or can we add additional pages?

A. No

19. Would you please confirm that the proposals submission format. 2 paper copies, one CD copy and also by email.

A. Submission of Proposal has been updated to reflect: It is DISC Village's option to have all proposals sent electronically to agrissom@discvillage.com and discinfo@discvillage.com and one proposal with original signatures via mail. Should a Vendor submit a proposal via mail only, each mailed proposal must be submitted with 2 paper copies and 1 electronic copy on CD or DVD media disk. One of the copies must be marked "Master Copy" and must contain original signatures in all locations requiring a signature. The remaining copies do not require original signatures. The electronic submission and CD/ DVD or media disk must be in Word, Excel or PDF. Any documents in Excel format must be unlocked and unprotected.

20. On page 3 of Attachment A you are requiring a representative to be available 7am-7pm M-F. Our support staff are available from 6am-4pm M-F, will this be acceptable to meet the technical support needs?

A. All times are representative of Eastern Standard Time for Tallahassee Florida. DISC Village will at a minimum need a representative to be available from 8am to 5pm EST Monday through Friday (excluding holidays or office closures) and if requested, available in person at a DISC Village location for the fulfillment of contractual requirements.

21. Would the requirement of turnaround times for both screen and Confirmations be clarified. On page 2 of Attachment A it states that confirmation results are needed within 48 hours of request and receipt of specimen, on page 3 it states within 4 business days from time sample is received at lab, on page 5 it states within 72 hours of request.

A. Attachment A has been updated to reflect 48 hours for all confirmations.

➤ On page 3 of attachment A you list out the drugs that are required for the standard multi drug panels, but in the pricing schedule you add a drug from the alternative (by request only) list. Do you require Methaqualone to be part of the standard drug screen panel or is a by request only drug screen?

A. Upon request, other drugs may also be requested for confirmation as listed below; however this list is not to be limited or all inclusive. This list may change at any time.

22. Will the drugs listed under each multi-panel screen in the first section of Attachment B also be the drugs for all of the other sections? **Yes**

23. Will longer turn around times for alternative / specialty (by request only) drugs be acceptable if the test has to be outsourced to another lab?

A. Yes

24. Please clarify if the estimated 5000 annual tests is per location or is it an estimate for all facilities combined? How many total location will be covered under this bid.

A. The average annual request for substance abuse and alcohol testing is estimated at a minimum of 5000 unduplicated clients per year. However, each client could be, as needed or requested, tested multiple times. DISC Village cannot confirm the exact number or volume due to necessity and clients. Testing services covers five different DISC Village services locations located in the Northwest Panhandle of Florida.

25. Please clarify that courier pickup will be M-F only and not weekends.
A. The Vendor shall provide arrangements with a courier service authorized to pick up specimens from all specified statewide collection locations and transport to the testing laboratory within twenty-four (24) hours of pick-up, except for State holidays and emergency closings. All pick-up locations will be in the boundaries of Florida. The Vendor shall also be responsible for all costs associated with the transportation of samples.
26. We would like to request additional elaboration on the specification that reads as follows: "DISC Village will require certain tests be conducted onsite at a DISC Village facility. Should onsite testing require DISC Village to obtain or utilize specific equipment or software in order to complete on-site testing, it will be the Vendors responsibility to provide all equipment including, but not limited to, all hardware and software necessary for the operation and maintenance of testing services. Vendor should include in its proposal the estimated time it will take to install and make fully operational the equipment in all sites." (p. 3, Attachment A).
- a. Could DISC Village please explain what kinds of "on-site" tests they have in mind? For instance, would this be for rapid test devices such as an integrated test cup? Or for a table-top analyzer of some sort?
A. on site testing will be for instant tests.
- b. What drug tests will be required? Will this be for standard drugs only?
A. Attachment A has a list of most common drugs, other drugs may be requested as needed.
- c. Would the vendor have to propose any of these "on-site" tests as part of this proposal, along with the fees that would be associated? Or would this be negotiated as an amendment to the forthcoming contract?
A. Yes
- d. If the vendor does not want to offer an on-site test option, will DISC Village still consider their proposal?
A. Yes
27. Will DISC Village allow vendors to outsource specialty tests such as Psilocybin to another accredited laboratory?
A. This will have to be discussed and negotiated as needed. Attachment A is not a full list of all drugs that may be tested.
28. Regarding the specification for the "total level ... of delta-9-tetrahydrocannabinol (THC) [to be] included in the final testing report at all times," please confirm that the "final testing report" in this scenario is for a specimen that has had a confirmation test requested, and not just a screen.
A. At all times, DISC Village will require the total level of a positive result, the specific drugs showing positive results and the specific delts-9-tetrahydrocannabinol (THC) to be included with the final test report. This will be with or without confirmation request.
29. Please clarify what is meant by: "Vendor will be required to ensure through written documentation the confirmation of results accuracy in a percentile format" (p. 5, Attachment A). Are you referring to proficiency test results? Could a vendor provide proficiency results from an external agency upon request to meet this criteria?
A. Confirmation results accuracy must be documented in a percentile (%) format.
30. Please clarify why the "Drug Court Testing" section of the pricing schedule is separate from the urine, oral fluid, or additional sections. Should this section be treated differently or be given special pricing for any reason?
A. No special reason, however, drug court testing will be required and if there are special prices associated with drug court testing, please respond accordingly.