COVID – 19 LABORATORY SERVICES

MDH/OCMP 21-19050
eMMA# BPM023963

Vendors' Questions and Answers #1
(5/14/21)

The below questions and answers are intended to clarify the above referenced solicitation. Answers provided in response to questions do not of themselves change any of the solicitation requirements, which can only be done by an addendum.

1. Does the Lab have to be onsite?

Response: A laboratory used in the provision of services under this contract does not need to be located at the testing sites.

2. Can we set up multiple laboratory Sites within proximity of the Testing Site?

Response: There are no specific requirements related to the location of laboratories to be used in the provision of services under this contract. Laboratories will need to be located within the United States in accordance with Attachment L: Location of the Performance of Services Disclosure and where needed in order for Contractors to meet the requirements of IFB Section 2.3.1.6 regarding turnaround times and other requirements as applicable.

3. For IFB Section 1.1.5, what is considered a reference? Would documentation from Laboratory Information Systems suffice?

Response: No, documentation produced from an offeror's laboratory management software would not suffice for a reference. For the purposes of Minimum Qualifications in Section 1, references must be clients of the offeror that can independently attest (either individually or collectively, in the case of multiple references attesting to a single requirement) that the offeror has met the stated requirement.

4. In reference to IFB Section 2.3.4.2, does a licensed Laboratory Manager suffice as the Contractor Representative? Please provide more detail around the responsibilities of this role.

Response: Yes, a licensed laboratory manager that is a certified medical laboratory technician or an accredited medical laboratory technologist, and has access to a clinician, in accordance with IFB Section 2.3.4.2 as amended, would suffice for this role. See Addendum 1.

5. In reference to IFB Section 2.3.4.2, is the State looking for a Clinical Resource for testing integrity questions, or specific detailed description when specific result questions are raised?

Response: The State requires availability of a clinical resource as required in IFB Section 2.3.4.2 as amended to address any clinical issues and concerns arising out of the contract.

6. In reference to IFB Section 2.3.4.3, having a Clinician available to address questions and requests for Collection Kits, coordinating Kit Delivery, Courier Pickups, Patient Portal and Test results seems to be outside of their expertise. We ask the State to consider the Contractor Representative be a dedicated Project Manager. Perhaps there are two roles that satisfy the State's request; a Medical Liaison and the Contractor Representative/Project Manager.

Response: The Contractor Representative can delegate or coordinate tasks as needed among appropriate Contractor personnel, but the goal of this position is for the State to have a knowledgeable, primary point of contact for all operations under the contract.

7. For IFB Section 3.2 a), please define additional services and support.

Response: "Additional services and support" as referenced in Section 3.2.1a means the contractor's cooperation and reasonable, good faith efforts under the contract to ensure the successful end to the contractor's service and, if applicable, transition to a new contractor.

8. For IFB Section 3.2.4 a), please consider a 60-90 transition out.

Response: The State can accommodate a 60-90 day transition out. See Addendum 1.
In IFB Section 3.2.4 a) 4), is the expectation for the Contractor to transfer any and all licensed technology; proprietary, customized, or otherwise, to the State/Department upon transition out?
Response: No, this section would require transfer of software and hardware only if such transfer were part of the contract.

9. For IFB Section 3.5.3 1), please consider changing 24 hours to 48 hours. Pending the size of the data, can take time to export, refine, de-identify etc.

Response: There is no section 3.5.3.1; however, the State can accommodate a 48-hour response for Section 3.5.2.a.1. See Addendum 1.

10. Is there a space or page we can add a freelance area to add our advantages?

Response: Because this solicitation is an Invitation for Bids, it will be awarded on the basis of price alone assuming bidders meet the minimum qualifications, have submitted a responsive bid, and are found to be responsible bidders (see COMAR 21.01.02.01 for definitions of responsive

and responsible). Consequently, any bidder-supplied information regarding a bidder's advantages will not bear on a bidder's competitive ranking determining the apparent low-bidders. In accordance with IFB Section 6.3, award will be made to the responsible Bidder (s) who submits to the State the responsive Bid that has the lowest Total Bid Price.

11. Are the numbers listed in the Pre-Bid (22,977 per week) current testing numbers from the previous laboratory vendors or are they based on projections for testing volume?

Response: The volume of tests listed in the IFB reflected the current volume as of the time the solicitation was drafted.

12. When would the testing services go into effect? Do you have a confirmed start date for services to start?

Response: There is not an identified calendar start date for these services, but it is anticipated that services under the contract will start around September after the following: notification of apparent low bidders and subsequent collection of contract documents; contract approval by the Board of Public Works, which requires several weeks of lead time following receipt of all required contractor documents; and adequate transition time of approximately 30 days to onboard new contractors.

13. If a company is a manufacturer of COVID testing supplies and would like to submit a bid to provide testing supplies only to the chosen contractor, would this type of bid be accepted?

Response: A bid for testing supplies only would not meet the requirements of the IFB and, therefore, would be deemed non-responsive and disqualified from award.

14. If a manufacturer submits a bid for testing supplies only, is the provided pricing sheet still required to be completed?

Response: See response to Question 14.

15. Would a proposal indicating the use of Rapid Antigen Testing be accepted?

Response: A bid using rapid antigen tests would not meet the requirements of IFB Section 2.3.1.1 and, therefore, would be deemed non-responsive and disqualified from award.

16. Does Section 3.5.1.b.2 require a laboratory to be located at least 100 miles from the primary laboratory to be used under the contract?

Response: No. See Addendum 1.

17. Regarding Contractor requirements 2.3.4.2 and 2.3.4.3, is it possible for the contractor representative to be an individual who is not a licensed clinician?

Response: Yes, see responses to Questions 4-6. See also Addendum 1.

18. Regarding contractor requirement 3.5.1, is this requirement in regards to data recovery, or to recovery of physical operations?

Response: Section 3.5.1 references contingency and disaster recovery plans to ensure services provided under the Contract. Services under the contract include both technology systems and physical operations. See also Addendum 1.

19. Regarding contractor requirements 2.3.1.6 and 2.3.2.5, is the required TAT 48 hours from collection, 48 hours from specimen retrieval from the testing site, or 48 hours from sample arrival to the laboratory?

Response: The turnaround time (TAT) referenced in Section 2.3.1.6 and 2.3.2.5 is 48 hours from the specimen retrieval at the testing site, as specified in Section 2.3.1.6.

20. Regarding Contractor requirements section 3, do we need to directly identify and address that we are able to fulfill each requirement in section 3?

Response: Yes, offerors must indicate their agreement to meet each requirement in IFB Section 3.

21. Regarding the Bid Format requirements in IFB Section 5.5, when the response is submitted by email, should the email be encrypted and password protected, or should the file attachment be password protected? If the file is protected, should the password be included in the body of the email, or in a separate email?

Response: The file attachment should be password protected. The password may be included in the body of the email or in a separate email.