



*Delaware Health  
And Social Services*

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**DIVISION OF MANAGEMENT SERVICES**

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PROCUREMENT

DATE: April 14, 2015

HSS 15 004

CLINIC AND LONG TERM CARE FACILITY LABORATORY SERVICES  
FOR  
DIVISION OF PUBLIC HEALTH

Date Due: May 27, 2015  
11:00AM

ADDENDUM # 1

Please Note:

THE ATTACHED SHEETS HEREBY BECOME A PART OF THE ABOVE  
MENTIONED BID.

Responses to questions received and/or discussed at the pre-bid  
meeting on April 14, 2015.

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Clinic and Long Term Care Facility Laboratory Services  
Questions & Answers  
RFP: HSS 15 004  
April 14, 2015

1. **Q** - What vendor has the contract today?  
**A** – Laboratory Corporation of America Holdings

2. **Q** – Can you provide the lab test utilization in an excel format?  
**A** – Excel spreadsheet attached



Lab Test Utilization  
HSS 15 004.xls

3. **Q** – Can you confirm phlebotomy hours for the RFP?  
**A** – The contractor will provide a phlebotomist for the Georgetown Wellness Clinic at Stockley Center in Georgetown and Kent Wellness Clinic at Delaware Hospital for the Chronically Ill in Smyrna eight (8) hours on a weekly basis for each clinic. Times will be provided by the clinic.

**Mondays, Tuesdays, and Thursdays at all sites:**

**DHCI-** Lab techs at the facility from 5:30am until rounds are complete. To return if needed for STAT labs.

**GBHC-** Lab techs at the facility from 5:30am until rounds are complete. To return if needed for STAT labs.

**EPBH** - Lab techs at the facility from 5:30am until rounds are complete. To return if needed for STAT labs. **\*\* EPBH is projected to be closed for the next 6 months.\*\***

4. **Q** – Who is the current STAT Lab provider?  
**A** – DHSS does not require the awarded bidder to utilize a designated STAT lab provider.

5. **Q** – Can you provide a breakdown of the payee mix?  
**A** – Payee mix is for January 2014 through October 2014. 22,445 tests completed, 6,371 paid for by state. Remaining tests were paid by third party payer/s.

6. **Q** – Can you provide the number of STAT test per month?  
**A** – **157** STAT test have been ordered during the ten month period of January 2014 through October 2014. **156** STAT tests were requested through LTC and **one (1)** through the state clinics.
7. **Q** – The RFP requires reporting of all abnormal test results. Could you clarify if they mean just critical values or all abnormal values?  
**A** – The Clinics have been contacted and have confirmed they will require a report sent monthly with “all” abnormal test results reported.
8. **Q** – The RFP requires that every site have a printer with phone line. Is this required or can we change to a newer technology?  
**A** – To date, the RFP requires a teleprinter for each clinics site and two for the Kent County Health Unit.
9. **Q** – Can you provide current vendor pricing?  
**A** – Current vendor pricing will have to be requested through Freedom of Information Act request. That request can be sent to Ernest Sudler at [Ernest.sudler@state.de.us](mailto:Ernest.sudler@state.de.us).
10. **Q** – Question was asked where to place the pricing for the tests listed in the RFP.  
**A** – The RFP has pages with the test listed and a line adjacent for each pricing quote. Attachment A, pages 35-41.