



*Delaware Health
And Social Services*

DIVISION OF MANAGEMENT SERVICES

PROCUREMENT

DATE: July 7, 2015

HSS 15 013

LABORATORY SERVICES

FOR
DIVISION SUBSTANCE ABUSE AND MENTAL HEALTH

Date Due: August 3, 2015
11:00AM

ADDENDUM # 1

Please Note:

THE ATTACHED SHEETS HEREBY BECOME A PART OF
THE ABOVE MENTIONED BID. Addendum #1 Adjusted
Schedule of Events and Pre-Bid Q&A.

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STATE OF DELAWARE

HSS-15-013
REQUEST FOR PROPOSALS FOR PROFESSIONAL SERVICES
LABORATORY SERVICES

The proposed schedule of events subject to the RFP is adjusted to read:

Response to Questions Posted by	Date: 07/07/2015
Deadline for Receipt of Proposals	Date: 08/03/2015at 11:00 AM (Local Time)
Estimated Notification of Award	Date: 09/01/2015

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME

HSS-15-013
REQUEST FOR PROPOSALS FOR PROFESSIONAL SERVICES
LABORATORY SERVICES
Pre-bid Meeting
QUESTIONS & ANSWERS

- 1) Who is the current incumbent lab?
LabCorp
- 2) Page 2 – The RFP states the Hospital will provide a Phlebotomist and then later it says that the Applicant will provide a Phlebotomist. Can this be clarified?
As stated in the pre-bid meeting, the RFP should include a proposal to cover phlebotomy services either part or full time. It is possible that DPC will hire a phlebotomist but this is not certain.
- 3) Is the Phlebotomist service required on weekends?
Yes
- 4) Can we get the amount of the current contract?
The Fiscal Year 15 contract amount was \$100,000 for Delaware Psychiatric Center.
- 5) Page 3, 48 hour turn-around time, is that for initial analysis or confirmation as well?
48 hours for confirmation after pickup for the majority of tests requested, for STAT draws, 5 hours after pickup.
- 6) Can we get an idea of the ordered test for the past year? (Utilization).
Prior year utilization for Delaware Psychiatric Center is attached below. This information is not available for the community programs we wish to add via this RFP.
- 7) Is the billing 100% reimbursed by the State?
Yes for the services provided at Delaware Psychiatric Center and for the tests ordered/performed on the uninsured clients in the community.
- 8) Can we get the schedule or Appendix H in excel format and include YTD test utilization at the individual test level?

An Excel version of Appendix H will be posted to the bids website. Prior utilization is attached below.

- 9) What are the types of test required under this RFP

There is a list in Appendix H.

- 10) Can we know of the 38,000 tests from the hospital and community centers, what percentage is billed to the state and what percent is billed to a third party insurer? What types of insurances your patients have?

See prior year utilizations below for Delaware Psychiatric Center. We do not have the information for the community programs we are adding via this RFP as each community program previously paid for the lab services themselves. In the community system, there are a high number of insured clients, primarily Medicare and Medicaid. The remaining are uninsured and would be covered by DSAMH.

- 11) What about indirect and direct technology costs? Does that include phone lines and networks?

The applicant will need to identify both its indirect and direct technology cost – if the applicant is requesting reimbursement.

- 12) Third party billing – how will the billing work?

Community programs will provide client's insurance information on the lab order slip so the third party can be billed and will indicate DSAMH as the payor for the uninsured clients.

- 13) Hardware: What is the vendor required to submit?

The applicant is required to submit any applicable cost for hardware i.e. computers, printers etc...

- 14) Would a vendor be allowed to contract to provide urine drug testing only?

No, the awarded contract needs to encompass the entire need specified. Please note that DSAMH has a separate contract for urine drug testing for the community programs which will not be replaced via this RFP – community programs will not use the awarded vendor for urine drug testing.

- 15) Would a vendor be allowed to contract to provide services for the community mental health centers only?

The applicant's proposal should specify the proposed services and clearly identify the scope of their services.

- 16) The RFP states there is one hospital and 4 community mental health centers but at the meeting it was mentioned that there may be 6 community mental health centers. Please confirm the number of community health centers to be served under this RFP.

Currently, there is one Hospital and 3 Community Mental Health Centers receiving lab services under the existing contract. Contract(s) awarded as a result of this RFP will have multiple community programs – minimally, there are 15 locations throughout the state to be covered. Additional locations may be added at a later date as those programs are brought online.

- 17) The RFP states that the CMHC consumers are given lab orders and go to independent labs for tests. Would a vendor be allowed to staff a collector at each of the above mentioned clinics and collect the samples in house rather than the clinic sending its consumer out into the community? On site collection would facilitate timely and seamless reporting as well as ease the burden on providers and consumers.

The applicant's proposal should clearly identify how they propose the services are to be delivered.

- 18) If on site collection is not an option, is there a current system in place for a vendor to know the names, locations and contact information for those independent labs?

DPC needs are only for onsite testing. It is the intent of this RFP to consolidate the lab services required in the DSAMH funded community programs to utilize the awarded vendor and not have multiple independent labs.

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PRIOR YEAR UTILIZATION

07885502

DELAWARE PSYCHIATRIC CENTER

5/1/2015 - 5/31/2015

TEST #	TEST NAME	TOTAL
005009	CBC With Differential/Platelet	75
322000	Comp. Metabolic Panel (14)	52
322755	Hepatic Function Panel (7)	47
303756	Lipid Panel	35
330015	Thyroid Cascade Profile	28
006072	RPR	23
007260	Valproic Acid (Depakote)(R),S	23
144065	HCV Ab w/Rflx to Verification	22
001537	Magnesium, Serum	16
322758	Basic Metabolic Panel (8)	9
007708	Lithium (Eskalith(R)), Serum	8
001453	Hemoglobin A1c	6
008847	Urine Culture, Routine	6
003772	Urinalysis, Complete	5
005199	Prothrombin Time (PT)	5
706440	Clozapine (Clozaril), Serum	5
004556	hCG,Beta Subunit,Qual,Serum	4
003038	Urinalysis, Routine	3
004259	TSH	3
008557	Environmental Culture	3
221010	Lipid Panel w/ Chol/HDL Ratio	3
770701	Drug Scrn, Treatment Center	3
000455	Thyroid Panel	2
004416	hCG,Beta Subunit, Qnt, Serum	2
140659	HCV Antibody	2
322744	Hepatitis Panel (4)	2
000810	Vitamin B12 and Folate	1
001040	BUN	1
001057	Uric Acid, Serum	1
001321	Iron and TIBC	1
001370	Creatinine, Serum	1

004598	Ferritin, Serum	1
004937	Transferrin	1
008649	Aerobic Bacterial Culture	1
010322	Prostate-Specific Ag, Serum	1
070482	Haloperidol (Haldol(R)) Serum	1
096917	T + B-Lymphocyte Differential	1
183194	Chlamydia/GC Amplification	1
550420	RNA, Real Time PCR (Graph)	1
725788	725788 7 Drug-Unbund	1

07885502

DELAWARE PSYCHIATRIC CENTER

12/1/2014 - 5/31/2015

TEST #	TEST NAME	TOTAL
005009	CBC With Differential/Platelet	479
322000	Comp. Metabolic Panel (14)	324
322755	Hepatic Function Panel (7)	269
303756	Lipid Panel	246
330015	Thyroid Cascade Profile	202
006072	RPR	168
144065	HCV Ab w/Rflx to Verification	163
007260	Valproic Acid (Depakote)(R),S	122
001537	Magnesium, Serum	75
322758	Basic Metabolic Panel (8)	65
007708	Lithium (Eskalith(R)), Serum	52
005199	Prothrombin Time (PT)	45
008847	Urine Culture, Routine	45
003772	Urinalysis, Complete	43
004556	hCG,Beta Subunit,Qual,Serum	35
001453	Hemoglobin A1c	31
004259	TSH	28
706440	Clozapine (Clozaril), Serum	22
221010	Lipid Panel w/ Chol/HDL Ratio	20
001321	Iron and TIBC	16

003038	Urinalysis, Routine	16
004598	Ferritin, Serum	16
183194	Chlamydia/GC Amplification	16
770701	Drug Scrn, Treatment Center	16
008557	Environmental Culture	15
140659	HCV Antibody	12
000810	Vitamin B12 and Folate	11
004465	Prolactin	9
550420	RNA, Real Time PCR (Graph)	7
000620	Thyroid Panel With TSH	6
004416	hCG, Beta Subunit, Qnt, Serum	6
008649	Aerobic Bacterial Culture	6
010322	Prostate-Specific Ag, Serum	6
070482	Haloperidol (Haldol(R)) Serum	6
083824	Panel 083824	6
096917	T + B-Lymphocyte Differential	6
322744	Hepatitis Panel (4)	6
000455	Thyroid Panel	5
004937	Transferrin	5
005215	Sedimentation Rate-Westergren	4
028142	CBC, Platelet, No Differential	4
001057	Uric Acid, Serum	3
001362	Creatine Kinase, Total, Serum	3
015610	PTH, Intact	3
180828	Water Culture	3
303754	Electrolyte Panel	3
706961	Methylmalonic Acid, Serum	3
001024	Phosphorus, Serum	2
001040	BUN	2
001370	Creatinine, Serum	2
002188	Triiodothyronine (T3)	2
003129	Prot+CreatU (Random)	2
004036	Pregnancy Test, Urine	2

005280	Reticulocyte Count	2
006502	Rheumatoid Arthritis Factor	2
020321	PT and PTT	2
081950	Vitamin D, 25-Hydroxy	2
082016	Sex Horm Binding Glob, Serum	2
096339	Anti-dsDNA Antibodies	2
164855	Antinuclear Antibodies Direct	2
182873	QuantiFERON TB Gold (In Tube)	2
224576	TSH+Free T4	2
322777	Renal Panel (10)	2
716944	Lamotrigine (Lamictal), Serum	2
001115	LDH	1
001123	AST (SGOT)	1
001149	Thyroxine (T4)	1
001180	Potassium, Serum	1
001545	ALT (SGPT)	1
001974	Thyroxine (T4) Free, Direct, S	1
004804	Calcium, Ionized, Serum	1
006510	HBsAg Screen	1
006627	C-Reactive Protein, Quant	1
008144	Stool Culture	1
008342	Upper Respiratory Culture	1
008623	Ova + Parasite Exam	1
012005	RPR, Rfx Qn RPR/Confirm TP	1
016931	Prealbumin	1
086207	C difficile Toxins A+B, EIA	1
140103	Testosterone, Free and Total	1
144980	Testosterone, Free, Direct	1
186064	Influenza A+B Ag, EIA	1
235010	Lipid Panel With LDL/HDL Ratio	1
303755	Hepatic Function Panel (6)	1
361946	Lipid Cascade	1
716285	Topiramate (Topamax), Serum	1

725788

725788 7 Drug-Unbund

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