

REQUEST FOR LEGISLATIVE ACTION

Version 6/10/19

Completed by County Counselor's Office:

Res/~~Ord~~ No.: 20569

Sponsor(s): Ronald E. Finley

Date: November 23, 2020

SUBJECT	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Awarding a Twelve-Month Term and Supply Contract, with One Twelve Month Option to Extend for Certified Laboratory Oral Fluid Testing for the Jackson County, Missouri Population Control Office to Avertest L.L.C. (dba Averhealth) of Richmond, VA under the terms and conditions of Request for Proposal No. 48-20.</u></p>																																										
BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i>	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td></td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td style="text-align: right;">\$</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input type="checkbox"/> No budget impact (no fiscal note required) <input checked="" type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract: Department: Population Control Estimated Use: \$88,680</p> <p>Prior Year Budget (if applicable): Prior Year Actual Amount Spent (if applicable):</p>	Amount authorized by this legislation this fiscal year:	\$	Amount previously authorized this fiscal year:		Total amount authorized after this legislative action:	\$	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number:	\$																																
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PRIOR LEGISLATION	Prior ordinances and (date): Prior resolutions and (date): 19240, August 22, 2016; 18935, September 21, 2015																																										
CONTACT INFORMATION	RLA drafted by (name, title, & phone): Katelyn Edgar, Buyer, 881-3292																																										
REQUEST SUMMARY	<p>The Population Control Office requires a Term and Supply Contract for Certified Laboratory Oral Fluid Testing for their House Arrest Program. The Purchasing Department issued Request for Proposal No. 48-20 in response to those requirements.</p> <p>A total of nine notifications were distributed and five responses were received and evaluated as below:</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th>Respondent & Location</th> <th>Response (5 points)</th> <th>Method of Performance (15 points)</th> <th>Experience & Qualifications (35 points)</th> <th>Pricing (45 points)</th> <th>Total Points</th> <th>Price Per Test</th> </tr> </thead> <tbody> <tr> <td>Avertest Richmond, VA</td> <td>4.5</td> <td>13</td> <td>34</td> <td>43</td> <td>94.5</td> <td>\$36.95</td> </tr> <tr> <td>Cordant Health Denver, CO</td> <td>5</td> <td>12</td> <td>33</td> <td>40</td> <td>90</td> <td>\$25.25</td> </tr> <tr> <td>Forensic Fluids Labs Kalamazoo, MI</td> <td>4.5</td> <td>12</td> <td>32</td> <td>42</td> <td>90.5</td> <td>\$22.00</td> </tr> <tr> <td>Pharmatech Labs San Diego, CA</td> <td>4.5</td> <td>12</td> <td>32</td> <td>33</td> <td>81.5</td> <td>\$17.95</td> </tr> <tr> <td>Test Smartly Labs Overland Park, KS</td> <td>4</td> <td>14</td> <td>33</td> <td>34</td> <td>85</td> <td>\$59.00</td> </tr> </tbody> </table> <p>Pursuant to Section 1054.6 of the Jackson County Code, the Director of Finance and Purchasing recommends the award of a Term and Supply Contract for the furnishing of Certified Laboratory Oral Fluid Testing for the Population Control Office of Avertest LLC (dba Averhealth) of Richmond, VA under the terms and conditions of Request for Proposal No. 48-20 as the best proposal received.</p>	Respondent & Location	Response (5 points)	Method of Performance (15 points)	Experience & Qualifications (35 points)	Pricing (45 points)	Total Points	Price Per Test	Avertest Richmond, VA	4.5	13	34	43	94.5	\$36.95	Cordant Health Denver, CO	5	12	33	40	90	\$25.25	Forensic Fluids Labs Kalamazoo, MI	4.5	12	32	42	90.5	\$22.00	Pharmatech Labs San Diego, CA	4.5	12	32	33	81.5	\$17.95	Test Smartly Labs Overland Park, KS	4	14	33	34	85	\$59.00
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	This award is made on an "as needed" basis and does not obligate Jackson County, Missouri to pay any specific amount. The availability of funds for specific purchases is subject to annual appropriations.	
CLEARANCE	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) <input type="checkbox"/> Business License Verified (Purchasing & Department) <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
COMPLIANCE	<input checked="" type="checkbox"/> MBE Goals <input checked="" type="checkbox"/> WBE Goals <input checked="" type="checkbox"/> VBE Goals No Goals were assigned.	
ATTACHMENTS	The Abstract of Bids received, the Award Recommendation Memorandum from Isaac Johnston, Deputy Director of Operations JCDC, and the pertinent pages of Avertest LLC (dba Averhealth)'s proposal.	
REVIEW	Department Director:	Date: 11-17-2020
	Finance (Budget Approval): <i>If applicable</i>	<div style="border: 1px solid black; padding: 2px; display: inline-block;"> APPROVED <small>By Mark Lang at 1:33 pm, Nov 18, 2020</small> </div>
	Division Manager:	Date: 11/19/20
	County Councilor's Office:	Date: 11/19/20

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the _____ Fund in _____.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # _____
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.

ABSTRACT OF BIDS

Request for Proposal 48-20 Oral Fluid Testing Opens: 2:00 PM, CDT on 10/13/2020			UNIT QTY		TEST SMARTLY Labs Overland Park Kansas AMOUNT		FORENSIC FLUIDS Laboratories Kalamazoo, MI AMOUNT		PHAMATECH Laboratories & Diagnostics San Diego, CA AMOUNT		CORDANT Health Solutions Denver, CO AMOUNT		VENDOR #5- <i>overhealth</i> Richmond, VA AMOUNT	
NO	DESCRIPTION	UNIT	QTY											
					<i>see bid</i>		<i>see bid</i>		<i>see bid</i>		<i>see bid</i>		<i>see bid</i>	<i>see bid</i>

CERTIFICATION OF BID OPENING
BIDS WERE PUBLICLY
OPENED AND RECORDED
ON: Oct. 13, 2020, BY
Mark D. Duvio
CLERK OF THE LEGISLATURE
Katarina S. ...
PURCHASING



RFP Number: 48-20

RFP Name: Certified Laboratory Fluid Testing

Dept. Name: Jackson County Missouri Population Control

Respondents

	Maximum Points	Panelist 1	Panelist 2	Panelist 3
Evaluation Criteria: Test Smartly Labs				
Responsiveness to Request for Proposal	5	4	4	4
Proposed Method of Performance	15	15	13	14
Respondent's Experience and Qualifications	35	34	33	32
Pricing	45	35	32	34
Total	100	88	82	84

Respondents

	Maximum Points	Panelist 1	Panelist 2	Panelist 3
Evaluation Criteria: Aver Health				
Responsiveness to Request for Proposal	5	4.5	4.5	4.5
Proposed Method of Performance	15	13	12	13
Respondent's Experience and Qualifications	35	34	34	33
Pricing	45	44	43	42
Total	100	95.5	93.5	92.5

Respondents

	Maximum Points	Panelist 1	Panelist 2	Panelist 3
Evaluation Criteria: Pharmatech Inc				
Responsiveness to Request for Proposal	5	4.5	4.5	4.5
Proposed Method of Performance	15	12	11	13
Respondent's Experience and Qualifications	35	33	31	32
Pricing	45	34	33	31
Total	100	83.5	79.5	80.5

Respondents

	Maximum Points	Panelist 1	Panelist 2	Panelist 3
Evaluation Criteria: Cordant Health Solutions				
Responsiveness to Request for Proposal	5	5	5	5
Proposed Method of Performance	15	12	13	12
Respondent's Experience and Qualifications	35	32	34	33
Pricing	45	40	39	41
Total	100	89	91	91

Respondents

	Maximum Points	Panelist 1	Panelist 2	Panelist 3
Evaluation Criteria: Forensic Fluids Laboratories				
Responsiveness to Request for Proposal	5	4.5	4.5	4.5
Proposed Method of Performance	15	13	12	11
Respondent's Experience and Qualifications	35	33	31	32
Pricing	45	42	40	43
Total	100	92.5	87.5	90.5



Jackson County Detention Center

Office of the Jackson County Sheriff

Sheriff Darryl Forté



TO: Katelyn W. Edgar, Senior Buyer (Finance)

THRU: Diana Turner, Director JCDC
 Michael Montgomery, Major JCSCO
 Deloris Wells, Deputy Director of Administration JCDC
 Barbara Casamento, Purchasing Administrator (Jackson County)

FROM: Isaac Johnston, Deputy Director of Operations JCDC *[Signature]*

SUBJECT: Recommendation Memo (RFP 48-20 Oral Fluid Testing for JCDC Population Control)

DATE: November 17, 2020

Ms. Edgar,

Attached you will find the table that complies with the evaluations of (3) Panelist. Aver Health is the recommended choice based on (1.) the highest score (2.) We are currently using Aver Health with no performance issues or concerns (3.) the Population Control Staff are currently trained on the use of Aver Health products and procedures.

Evaluation Criteria: Aver Health	Maximum Points	Panelist 1	Panelist 2	Panelist 3
Responsiveness to Request for Proposal	5	4.5	4.5	4.5
Proposed Method of Performance	15	13	12	13
Respondent's Experience and Qualifications	35	34	34	33
Pricing	45	44	43	42
Total	100	95.5	93.5	92.5

The Total amount to be funded for the 2021 fiscal year is as follows: We only average 200 test a month instead of the RFP total of 400 Test:

(200) Test a month x \$17.00 (Per Test Kit) = \$3400 x 12 Months = \$40,800

(200) Test a month x \$19.95 (Confirmation of the Test) = \$3990 x 12 Months = \$47,880

Total Amount for 2021 for (Test Kits and Confirmation of Test) is \$88,680

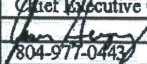
5.7.12 Quotation Sheet

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9.0 QUOTATION SHEET

9.1 Quotation must be an all-inclusive price that includes Collection, Oral Fluid, Confirmation on Positives and all paperwork and reporting.

No.	Description	Estimated Monthly Quantity	Price
9.1.1	7 Panel Screen – Marijuana, Cocaine, PCP, Amphetamine, Opiate, Benzodiazepine, Barbiturates	400	\$ \$17.00
9.1.2	Confirmation Test	Unknown	\$ \$19.95

Respondent's Name	Avertest, LLC dba Averhealth
Authorized Representative	Jason Herzog
Title	Chief Executive Officer
Signature	
Phone Number	804-977-0443
Fax Number	804-977-0443
Cell Number	804-977-0773
Email Address	cclements@averhealth.com
Web Address	www.averhealth.com