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February 6, 2012

MEMORANDUM

TO WHOM IT MAY CONCERN

FROM: Janell Kim
Financial Services Administrator

SUBJECT: ADDENDUM NO. 2
REQUEST FOR PROPOSAL J12220
TO ESTABLISH A PRICELIST FOR ON-SITE DRUG TESTING KITS
FOR THE JUDICIARY, STATE OF HAWAII

Transmitted herewith is a copy of Addendum No. 2 for your review. A copy of this Addendum is also available from our Judiciary web page at http://www.courts.state.hi.us. An amended Proposal form is included in this addendum.

Please direct questions to Ms. Joan Sakaba of the First Circuit Court at (808) 539-4510 or email Joan.L. Sakaba@courts.hawaii.gov

Janell Kim
Financial Services Administrator

ADDENDUM NO. 2
REQUEST FOR PROPOSAL J12220
TO ESTABLISH A PRICELIST FOR ON-SITE DRUG TESTING KITS
FOR THE JUDICIARY, STATE OF HAWAII
February 6, 2012

The items listed hereinafter are hereby made a part of Request for Proposal J12220 for the above project and shall govern the work taking precedence over previously issued specifications governing the items mentioned.

The following questions and answers are in response to questions by prospective proposers concerning Request for Proposal J12220.

1. What are the cutoff levels/thresholds for laboratory confirmation? We utilize Limit of Quantitation cut-off levels. Those employed at Norchem lab are:

   The following are the cut-off levels for the confirmation testing:

Methamphetamine/Amphetamine	**75 ng/ml**
THC	**3.5 ng/ml**
Cocaine	**12 ng/ml**
Opiates	**100 ng/ml**
Oxycodone	**100 ng/ml**
Benzodiazepines	**150 ng/ml**

2. Regarding the "one control line per drug" specification and your modification in Addendum 1: An on-site test's control line confirms sufficient specimen volume, adequate membrane wicking and correct procedural technique. As control lines are not specific to a drug, only to indicate that urine has wicked entirely up a strip to activate the test properly, it is not necessary (or useful) to have more than one control line per strip, even if there are multiple drugs. Do you instead mean that each ***test strip*** should have its own control line, not each drug?

   Each test strip shall test for one drug only and have a corresponding control line.

3. In the addendum, you indicated that SAMHSA cut-off levels should be used, except for opiates at 300ng/mL, and that other cut-offs will be considered. Will there be preference points given to

specific cut-offs? If so, can you please specify the desired cut-off for each drug so there is no misunderstanding?

All devices are to provide SAMHSA cutoff and industry standard levels, with the exception of Opiates whose cutoff level should be 300ng/ml. If you offer to provide lower cutoff levels, this can be discussed and we may opt to use those levels later if they are offered with the other drugs that we are requiring, and if there is no additional cost associated. If you offer lower cutoff levels, you need to provide an explanation for those cut off levels, commenting on the positives and negatives of moving to these levels. As this is not a requirement of the RFP, no additional points will be awarded for the lower levels.

4. Per the addendum, I understand that shipments will be made incrementally throughout the year, and on an as-needed basis per program requirements. However, will there be a minimum order per shipment that we can expect? For example, sending one box of 25 devices for a shipment would incur much higher shipping charges over time than orders of 1,000 devices every couple of months. This will help us provide shipping costs.

   The outer islands (other than Oahu) have the capability of ordering 2,000 units each time by consolidating their orders. For the purposes of this RFP, please base your shipping costs on shipments of 2,000 units each. Oahu generally requires 2,000 units per month, while the Neighbor Islands anticipate ordering 2,000 units every three months.

5. On page 6 of the bid, you ask that the contractor list all other drugs that can be included in the drug test kit, and that the contractor should be able to provide different panels. Does this mean that the Judiciary will accept additional optional pricing for kits that test for higher configurations of drugs? Or is this only for other 6-panel configurations?

   Proposals should be based on the configuration detailed in the RFP. If you are offering higher configurations other than the six panel configuration cited, at the same price, you may provide this information in the Pricing section of this proposal.

6. On page 11 of the bid, the Judiciary requests a minimum of 25 on-site drug test kit samples to be submitted with the proposal. Do these all have to be the same exact cup, or can it be a mixed sample? For example, if we are offering cups with and without adulteration, can the 25 be composed of 15 with adulteration and 10 without, or must we offer 25 samples of each? Similarly, if we are offering two different types of cups (for example, one with one drug per strip, and one with multiple drugs per strip), can we provide a mixed sample, or must we offer 25 samples of each?

   Please submit your proposal on the best product that meets the specifications and provide us with 25 units of that product. As previously indicated, submitting a product with multiple drugs on a strip is not acceptable.

7. Is the Hawaii Compliance Certificate required as a part of the proposal, or only once a contractor has been awarded the contract?

   No, the Hawaii Compliance Certificate is not required as part of the proposal submittal. The Hawaii Compliance Certificate is required upon execution of the agreement. If you do not do business in Hawaii, see Publication 1 and the Hawaii Compliance Express FAQs for an

explanation on requirements at the following website:
https://vendors.ehawaii.gov/hce/splash/welcome.html

8. You name a six-drug panel that sounds as if it will be the primary panel that you use. You also indicate that the Contractor shall list all other drugs which can be included into the drug test kit format. We understand that different drugs may be prevalent in different areas of Hawaii. Are you seeking a test in which any of these drugs can be incorporated into a six drug panel format of your choice? I'm assuming these different panels would need to maintain the price quoted in the bid response?

   Yes, the different panels are required to maintain the price quoted in the proposal.

9. It is our understanding that the you require a cup with six strips, each with it's own control line with the possibility of a seventh strip for the SVT? Is this correct?

   Yes, that is correct.

10. Is it correct that products made outside the United States must be shipped to the United States in a temperature controlled environment in order to prevent heat damage? If a company claims that they use a temperature controlled environment, how do they demonstrate this?

    If a company asserts that their products are shipped in a temperature controlled environment, they need to provide information that will allow the Judiciary to verify their assertion.

11. May we assume that if a specific product is sold over the Internet, whether or not it is sold by the bid submitter, that it will be disallowed?

    Yes, if the specific product (test kit) is sold over the internet, then it would be disallowed.

12. Some products on the market have strips made in China, but they are assembled in the USA, others have strips made in the USA but the cups come from abroad and still others claim to be made in the USA when a certain percentage of their product is made or assembled here. Will a product that is 100% made in America enjoy an advantage?

    Yes, a product that is 100% made in America would have preference points.

Modifications to **SECTION 3.8 EVALUATION**

The following item is **added** to this section and shall be amended to read:

3.8. EVALUATION

Evaluation Criteria	Score
PHASE II: Pricing per Kit In the second phase, only the offerors with the top three scores found to be acceptable and qualified (under the evaluation criteria) will be opened upon completion of the evaluation of the technical	25