

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT	RFP #12-1150FL Substance Abuse Drug and Alcohol Testing Services	DATE POSTED	November 29, 2012 <i>ML</i>
PURCHASING REPRESENTATIVE	Frank Lambertson, 749-3042	DATE CONTRACT SHALL BE AWARDED	December 5, 2012
DEPARTMENT	Financial Management Dept./Purchasing Div.	CONSEQUENCES IF DEFERRED	N/A
SOURCE RECOMMENDATION	Indigent Healthcare Solutions, Conroe, Texas	AUTHORIZED BY DATE	Melissa M. Wendel, (Purchasing Official) November 29, 2012

ACTION DESIRED

Approval to enter into negotiations with EDPM Inc., Birmingham, AL to perform Substance Abuse Drug and Alcohol Testing Services by administering and managing services required by government regulation and/or by County substance abuse policy.

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)

Manatee County Code of Laws

BACKGROUND/DISCUSSION

- Negotiated agreement would provide Substance Abuse (Drug and Alcohol) Testing Services by administering and managing services required by government (Federal, State and Local) regulation and/or by County substance abuse policy.
- EDPM Inc. is registered in the State of Florida and professionally competent to perform and render the services stated as follows:
 - a. Drug Testing Services - Specimen Processing by a Certified Laboratory
 - b. Specimen Collection
 - c. Collection Site Locations
 - d. Blind Specimen Proficiency Testing
 - e. Medical Review Officer Test Review Services
 - f. Breath Alcohol Testing Services
 - g. Random Selection Process
 - h. Administrative Support Services
- This is a term agreement with a maximum period of performance of five years.

See page 2 and 3 for continuation.

SUMMARY

Recommend negotiation with EDPM Inc., Birmingham, AL

ATTACHMENTS: (List in order as attached)

INSTRUCTIONS TO BOARD RECORDS:

1. Approval Email
Ed Hunzeker

N/A

COST

\$60,000
Annual Est.

SOURCE (ACCT# & NAME)

001 0003700 531008 (General Fund)

COMMENTS

N/A

AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

N/A

- Proposals were received from the following firms:

Local firms:

AYS, Sarasota, FL
First Advantage, St. Petersburg, FL

Other firms:

First Lab, Chalfont, PA
DSI Medical Services Inc., Warminster, PA
EDPM Inc., Birmingham, AL

- The appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar, advertised locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to its members.
- The Evaluation Committee consisted of:

Dale Garcia, Human Resources Department
Kim Stroud, County Administrators Office/Employee Health Benefits Division
Frank Lambertson, Financial Management Department/Purchasing Division
- The Evaluation Committee convened and determined that all proposers should make an oral presentation.
- The Evaluation Committee convened to hear oral presentations from the proposers.
- The Evaluation Committee convened to discuss the offers based on the stated requirements in the RFP and in order to continue the acquisition process and make a recommendation to the County Administrator.

EDPM Inc., Birmingham, AL – The firm presented its professional capabilities in a clear and concise manner via their proposal and presentation demonstrating exceptional qualifications. Of particular importance are the firm's past experience, up to date knowledge of Federal Drug Testing regulations and updates, senior management local representation, and a willingness to work with the County. The firm pledges to provide customer service that far exceeds anything we have seen in the past and which has a small business and personal feel to it.

First Lab, Chalfont, PA – The firm submitted an informative proposal detailing their qualifications and made a very positive oral presentation. It discussed its project professionals that the County would be working with, laboratory certification, and discussed the Florida State Contract that it was currently proposing on and later informed us that it had won. The firm was well qualified but customer service was a concern to the committee due to its large corporate structure.

DSI Medical Services Inc., Warminster, PA – The firm submitted a satisfactory proposal and made an oral presentation that was professional. The firm's drug testing policies, procedures and practices are in accordance with all applicable governmental laws and would have labor grievance consulting if necessary. Additionally, the Medical Review Officer is accessible by phone 24 hours per day, 7 days per week, 365 days per year including holidays.

First Advantage, St. Petersburg, FL – The evaluation committee felt the firm's proposal and oral presentation was lacking considering the firm has provided these services satisfactory for more than fifteen years to the County. A firm representative was telephonically contacted during the presentation to sublimate the presentation as a specialist. Additionally, there was more of an attempt to market the committee with new services that the firm was making available to their clients.

AYS, Sarasota, FL – The firm's proposal was satisfactory and their presentation was energetic however it did not compare to the other firms who submitted proposals.

- The above justifications are a generalized summary of major observations intended only to give the Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than other Members when voting, and this summary of the Committee's ranking decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Members to select the rankings described.
- The Evaluation Committee voted 3-0 to proceed with EDPM Inc., Birmingham, AL.
- Estimated expenditure is \$60,000 (annual estimate).
- Fund Source: 001 0003700 531008 (General Fund).



Re: Fw: Authority to Negotiate - Substance Abuse Testing Services - RFP
12-1150FL

Ed Hunzeker to: Melissa Wendel
Cc: Dennis Wallace, Frank Lambertson

11/28/2012 12:47 PM

Please proceed!

Thank you.

Ed Hunzeker
County Administrator
Manatee County Government
(941) 745-3798

Melissa Wendel Mr. Hunzeker, We are communicating the recom... 11/28/2012 10:47:34 AM

From: Melissa Wendel/MCG
To: Ed Hunzeker/MCG@MCG
Cc: Frank Lambertson/MCG@MCG, Dennis Wallace/MCG@MCG
Date: 11/28/2012 10:47 AM
Subject: Fw: Authority to Negotiate - Substance Abuse Testing Services - RFP 12-1150FL

Mr. Hunzeker,
We are communicating the recommended selection of **EDPM, Inc. of Birmingham, Alabama** to provide **substance abuse testing services**. Upon your approval of the recommendation of the Evaluation Committee, staff will proceed with the posting of the selection and begin negotiations. If you choose, you may direct staff to present this recommendation to the Board of County Commissioners for consideration.

Thank you,
Melissa

Melissa M. Wendel, CPPO
Purchasing Official
Manatee County Purchasing Division
941-749-3054

----- Forwarded by Melissa Wendel/MCG on 11/28/2012 10:40 AM -----

From: Frank Lambertson/MCG
To: Melissa Wendel/MCG@MCG
Cc: Dennis Wallace/MCG@MCG
Date: 11/28/2012 09:30 AM
Subject: Authority to Negotiate - Substance Abuse Testing Services - RFP 12-1150FL

Melissa:

Have included comments provided from Dennis this morning.

Approval to enter into negotiations with EDPM Inc., Birmingham, AL

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administering and managing services required by government (Federal, State and Local) regulation and/or by County substance abuse policy.

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The Evaluation Committee voted 3-0 to proceed with EDPM Inc., Birmingham, AL.

Estimated expenditure is \$60,000 (annual estimate).

Fund Source: 001 0003700 531008 (General Fund) and 505 0001300 531008 (Self Insurance Fund)

Frank G. Lambertson, Contracts Negotiator
Manatee County Government, Purchasing Division
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