

FINAL RESPONSES TO ALL QUESTIONS RECEIVED BY AUGUST 20, 2021.

ALL RESPONDENTS ARE ENCOURAGED TO READ AND CONSIDER THE FOLLOWING QUESTIONS

AND ANSWERS WHEN PREPARING THEIR RESPONSES.

WESTCARE LOOKS FORWARD TO READING YOUR RFQ RESPONSES.

QUESTION 1: WHO DO YOU CURRENTLY USE FOR LAB SERVICES?

RESPONSE: Currently, WestCare uses several different vendors in the ten (10) states where we administer drug testing. We are unable to provide a list of all the vendors we currently use.

QUESTION 2: WHAT IS THE REASON FOR NOT WORKING WITH YOUR CURRENT LAB ANYMORE.

RESPONSE: WestCare has not made any decisions regarding current vendors. WestCare issued the RFQ with a goal to make drug testing more efficient and economical.

QUESTION 3: CAN I GET A PRICE RANGE THAT WILL MAKE SURE WE GET THE BUSINESS.

RESPONSE: WestCare is seeking price estimates from Vendors. We are unable to provide a price range as requested.

QUESTION 4: IS SHIPPING INCLUDED IN THE COST OF THE CUPS?

RESPONSE: The price noted should be inclusive of all costs. The respondent can provide additional info about its price (including a breakdown) in Section H: Additional Information.

QUESTION 5: THE BID LIST DIFFERENT SIZE PANEL CUPS. SUPPOSE I HAD A 16 PANEL THAT COULD COVER THE TEST MENU ON THE 8-10 PANEL CUPS. CAN I LIST IT ON THOSE ITEMS AS WELL?

RESPONSE: Yes. WestCare welcomes all innovative and economical proposals to meet our drug testing needs.

QUESTION 6: WHO IS THE INCUMBENT PROVIDER OF PRODUCTS AND SERVICES FOR EACH LOCATION?

RESPONSE: Currently, WestCare uses several different vendors in the ten (10) states where we administer drug testing. We are unable to provide a list of all the vendors we currently use.

QUESTION 7: WHAT IS THE CURRENT PRICING FOR EACH OF THE LINE ITEMS ON THE PRICE INFORMATION SHEET?

RESPONSE: WestCare is seeking price estimates from Vendors. Currently, WestCare uses several different vendors in the ten (10) states where we administer drug testing with different costs depending on geographic location and volume of testing. We are unable to provide price information as requested.

QUESTION 8: WE NOTICE UNDER THE SERVICE DELIVERY APPROACH THAT WESTCARE ASKS ABOUT EXPERIENCE WITH THIRD-PARTY BILLING. IN THE INTRODUCTION TO THE BID, IT APPEARED THAT A SIGNIFICANT PORTION OF TESTING WAS FOR COMPLIANCE, INCLUDING FOR LAW ENFORCEMENT OR LOCAL

JUDICIAL CIRCUITS, WHICH WOULD NOT BE SUBJECT TO THIRD-PARTY BILLING OR REIMBURSEMENT. IS THIRD-PARTY BILLING A REQUIREMENT OF THIS BID? WHAT PERCENTAGE OR VOLUME OF TESTING IS ELIGIBLE FOR THIRD-PARTY BILLING?

RESPONSE: There are instances in which WestCare conducts drug testing and will require a Vendor(s) to conduct third-party billing (e.g., Medi-Cal). WestCare estimates that 10% of testing may involve a Vendor(s) billing an entity other than WestCare.

QUESTION 9: ALSO UNDER THE SERVICE DELIVERY APPROACH, WESTCARE ASKS ABOUT THE PROCESS FOR INVOICING CLIENTS. WILL ALL PAYMENTS TO THE VENDOR BE MADE DIRECTLY BY CLIENTS? MAY VENDORS PROPOSE A MODEL WHERE WESTCARE PAYS FOR AN ITEMIZED INVOICE AND WESTCARE SEEKS PAYMENTS FROM CLIENTS THEMSELVES?

RESPONSE: The most common billing model is for the Vendor(s) to “bill” or send an itemized invoice to WestCare. Billing entities other than WestCare is rare and not the norm. However, WestCare is interested in understanding a Vendor’s ability and process for doing so if needed.

QUESTION 10: FOR "ORAL FLUID SWAB DRUG TESTS," DOES WESTCARE REQUIRE RAPID TESTING OR SCREENING PERFORMED AT A LABORATORY FOR THIS LINE ITEM?

RESPONSE: No.

QUESTION 11: WHAT DRUGS ARE REQUIRED FOR THE ORAL FLUID SWAB DRUG TESTS?

RESPONSE: In addition to any drugs noted under the “Oral Fluid Swab Test” column of RFQ Table 1.0, please refer to the drugs noted under the “Test Type” column.

QUESTION 12: WOULD WESTCARE CONSIDER VARIATIONS IN CONFIGURATIONS FROM THOSE LISTED ON PAGE 6? FOR INSTANCE, COULD VENDORS OFFER DEVICES THAT INCLUDE ADDITIONAL DRUGS AND ADULTERANT TESTING?

RESPONSE: Yes. WestCare welcomes all innovative and economical proposals to meet our drug testing needs.

QUESTION 13: WE ARE AWARE OF SOME WESTCARE FACILITIES UTILIZING LAB-BASED TESTING AS A COMMON METHOD OF TESTING. IS WESTCARE INTENDING TO REPLACE MOST OR ALL OF THEIR LAB SCREENING PANELS WITH RAPID TESTS? IF NOT, DOES WESTCARE DESIRE PRICING FOR LABORATORY-BASED PANELS IN ADDITION TO THE RAPID TESTS AND CONFIRMATIONS SHOWN ON THE PRICING TABLE?

RESPONSE: WestCare utilizes lab-based testing for confirmations of positive drug screens. Cup tests are the most common method of testing throughout the WestCare network. However, we welcome any additional information respondents wish to provide about price in Section H: Additional Information.

QUESTION 14: THE LAST PAGE OF THE RFP SHOWS A FEW ESOTERIC DRUGS UNDER THE “# ORAL FLUID SWAB TEST” COLUMN THAT ARE UNUSUAL AND USUALLY AVAILABLE IN URINE AT MOST LABS, NOT IN ORAL FLUID. COULD YOU PLEASE EXPLAIN WHY THOSE ARE SHOWN UNDER ORAL FLUID AND HOW YOU WOULD LIKE VENDORS TO PRICE THESE ITEMS? SHOULD THESE BE SEPARATELY PRICED AS URINE ESOTERIC TESTS INSTEAD? CAN THEY BE PRICED SEPARATELY FROM STANDARD CONFIRMATIONS?

RESPONSE: Our WestCare entities reported that they are using Oral Fluid Swab Tests that screen for those drugs indicated (as well as others noted in “Test Type” column in Table 1.0). WestCare encourages Vendors to propose the most efficient and economical ways of meeting the drug testing needs described in the RFQ. The price noted should be inclusive of all costs. The respondent can provide additional information (optional) about its price (including a breakdown and any explanations) in Section H: Additional Information. When reviewing the Price Information Sheets, WestCare will look at Section H to see if the respondents provided any additional information about costs.

QUESTION 15: ON THE LAST PAGE OF THE RFP, WE SEE FOR ARIZONA A NOTE FOR “6 PANEL RAPID STRIP TESTS.” IS THIS MEANT TO INDICATE THAT PRICING IS DESIRED FOR DIP FORMAT DEVICES? IS WESTCARE ALSO INTERESTED IN RECEIVING PRICING ON DIP FORMAT DEVICES IN ADDITION TO OR AS AN ALTERNATIVE TO CUP FORMAT DEVICES FOR ANY OTHER LOCATIONS?

RESPONSE: WestCare Arizona reported that they occasionally use a 6-panel strip test. The respondent can provide a price for a dip format strip test in Section H (optional).

QUESTION 16: WOULD WESTCARE BE INTERESTED IN VENDORS PROVIDING ACTUAL PRICING FOR ADDITIONAL TYPES OF TESTING, SUCH AS LABORATORY TESTING FOR ESOTERIC DRUGS LIKE TIANEPTINE, GABAPENTIN, KRATOM, ETC.? OR JUST DESCRIBING ABILITY TO TEST FOR THESE?

RESPONSE: WestCare welcomes all innovative and economical proposals. The respondent can provide additional info for additional types of testing in Section H: Additional Information.

END OF Q&A