

**ITEM:** 6-S **Agency Contact:** Joselyn Hopkins  
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**DEPARTMENT/PROGRAM:** Public Safety & Correctional Services (DPSCS)

**CONTRACT ID:** DPSCS Q0012004;  
Drug Testing Services  
ADPICS NO. Q00B2400048

**CONTRACT DESCRIPTION:** Contract to perform Drug Testing Services for urine samples collected by the Agency for detainees, inmates, parolees, mandatory supervision releases and probationers.

**AWARD:** Phamatech, Inc.  
San Diego, CA

**TERM:** 9/12/2011 - 9/30/2014 (w/2 one-year renewal options)

**AMOUNT:** \$2,223,260 (3 Years; Base Contract)  
\$ 859,300 (1 Year; Renewal Option #1)  
\$ 859,300 (1 Year; Renewal Option #2)  
\$3,941,860 Total (5 Years)

**PROCUREMENT METHOD:** Competitive Sealed Bidding

**BIDS OR PROPOSALS:** See Attachment

**MBE PARTICIPATION:** None (See Requesting Agency Remarks below)

**INCUMBENT:** Alere Toxicology Services  
Gretna, LA

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Invitation for Bids (IFB) was advertised on *eMarylandMarketplace.com*, and the Department of Budget and Management (DBM) and DPSCS websites. Copies of the solicitation notice were emailed directly to 34 prospective vendors, five of which are Maryland firms, and none are MBEs. A copy was also sent to the Governor's Office of Minority Affairs.

Seven bids were received in response to the IFB, all of which were determined to be responsive. Award is recommended to the lowest responsible bidder, Phamatech, Inc.

DPSCS is one of the largest departments in Maryland State government. The major divisions directly related to the detention, custody and supervision of persons who are detained, incarcerated or supervised in the community include the Division of Pretrial Detention and

Services, the Division of Correction, Patuxent Institution and the Division of Parole and Probation. On a daily basis, these divisions oversee the custody and community supervision of approximately 100,000 individuals in 23 correctional facilities and 45 parole and probation supervision offices throughout the State. DPSCS' mission is to help make communities safe through effective oversight and supervision. Detecting, deterring and treating substance abusers are essential components in this process.

The drug testing services for this contract will begin as of 10/1/2011; however, time is needed to transition between the incumbent and the new Contractor. Therefore, the two weeks of September will be used as a transition period.

No MBE participation goal was established for this solicitation because there is no guaranteed number of drug tests or expert testimony appearances to be performed and the chain of custody for drug testing must be maintained for the accuracy of test results/analysis. Accordingly, subcontracting opportunities could not be easily established and are very limited.

<b>FUND SOURCE:</b>	100% General
<b>APPROP. CODE:</b>	Q00C0202
<b>RESIDENT BUSINESS:</b>	Yes
<b>MD TAX CLEARANCE:</b>	11-2089-0000

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Board of Public Works Action - The above referenced Item was:

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	

ITEM: 6-S (Cont.)

## ATTACHMENT

## BIDS OR PROPOSALS (Cont):

<u>Bidders</u>	<u>Base Contract Bid Price (3 Years)</u>	<u>Option #1 Bid Price (1 Year)</u>	<u>Option #2 Bid Price (1 Year)</u>	<u>Total Bid Price * (5 Years)</u>
Phamatech San Diego, CA	\$2,223,260	\$859,300	\$850,300	\$3,941,860
Technical Resource Management, Inc. dba Norchem Drug Testing Flagstaff, AZ	\$3,619,380	\$1,396,650	\$1,396,650	\$6,412,680
North Shore Medical Labs, Inc. Williston Park, NY	\$3,743,980	\$1,419,950	\$1,419,950	\$6,583,880
Eelon Laboratory, LLC Suitland, MD	\$4,246,300	\$1,699,250	\$1,699,250	\$7,644,800
Global Drug Testing Labs, Inc. San Jose, CA	\$4,310,000	\$1,675,000	\$1,675,000	\$7,660,000
Alere Toxicology Services, Inc. Gretna, LA	\$4,607,640	\$1,868,450	\$1,868,450	\$8,344,540
Friends Medical Laboratory, Inc. Baltimore, MD	\$8,692,000	\$3,374,000	\$3,374,000	\$15,440,000

Note: \* The Bid Price was based on fixed unit prices for each drug test and expert testimony appearance times an estimated (but not guaranteed) number of drug tests and expert testimony appearances to be performed each year, as per a pricing model contained in the IFB.