



# Department of Public Safety and Correctional Services

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## QUESTIONS AND RESPONSES # 1 Project No. DPSCS Q0010022 INMATE PHARMACY SERVICES November 23, 2010

Ladies/Gentlemen:

This list of Questions and Responses #1, questions #1 through #6, is being issued to clarify certain information contained in the above named RFP. The statements and interpretations of contract requirements, which are stated in the following questions from potential Offerors, are not binding on the State, unless the State expressly amends the RFP. Nothing in the State's responses to these questions is to be construed as agreement to or acceptance by the State of any statement or interpretation on the part of the vendor asking the question as to what the contract does or does not require.

1. *Excluding injectibles, for packaging purposes, what type are you looking for? Unit of use (unit dose), pre-packaged (size 20 or 30 count), or bulk (1000+ count)? And will these need to be shipped to a distribution center, or to each facility?*

**RESPONSE:** Please refer to RFP section 3.16.1.1: "The Contractor shall supply prescription and nonprescription medications and supplies, as applicable, to each facility within each Service Delivery Area, using Contractor-supplied transportation, in unit dose blister and/or cellophane packs, or in the most effective size and package for dispensing." Also, please refer to Attachment X; Attachment X provides the locations that medications must be delivered to. The expectation of the services requested under the RFP is that the Contractor will deliver to the site and specifically to the dispensary or infirmary, as identified in Attachment X. There are no distribution centers or drop off points. As to packaging referenced as "unit blister or cellophane," the packaging must meet all federal and state legal requirements and must also comply with the specifications of RFP Section 3.16. Finally, please review RFP section 3.17 which addresses starter doses and stock quantities which may be best suited for bulk supplies or other proposed efficient and/or cost effective solutions.

2. *Regarding the change from the original proposal which stated "next day delivery" of medications would be appropriate (aside from stat needs) to the current proposal which states "same day delivery".*

*We feel this limits the potential competition as many vendors will be bidding from locations outside the State of Maryland, and meeting this requirement may be impossible.*

*Questions are;*

*Can the "same day" requirement be changed to "next day" (STAT deliveries unchanged)?*

*or*

*If the vendor pharmacy has an in-state (MD) partner, may the vendor pharmacy propose use of the partner for same day starter or first doses, and other items can be provided by the vendor pharmacy the following day (this does not include stat provisions, as these would still be delivered within the allotted time for those items)?*

*Again, our concern here is that the department is going to limit the potential bids because of the sheer geography.*

**RESPONSE:** The State is currently evaluating this requirement. As soon as the State's evaluation is complete, an Amendment revising the delivery requirements will be issued to all interested vendors.

3. *Regarding RFP Section 3.16.3, Delivery of Pharmacy Services: This Section requires medications to be delivered before 4:00 P.M. on the same day they are ordered. This provision will reduce/eliminate competition by eliminating all out of state pharmacy providers as they will not be able to meet this provision. The following questions are submitted regarding this provision of the RFP:*

- a. Is the intent of the RFP to require the pharmacy provider to be housed within the State of Maryland?*
- b. If not, will you consider modifying this requirement to the next day?*
- c. Interpreted literally, this provision requires prescriptions that are written at 3:30 P.M. to be delivered by 4:00 P.M. Is that the intent?*
- d. Is there a specific cut off time for prescriptions that are written to be delivered before 4:00 P.M. the same day?*
- e. What about prescriptions that are written after 4:00 P.M. that cannot possibly be delivered by 4:00 P.M. the same day?*
- f. Would you consider modifying this requirement to ensure medication is available with 24 hours of being ordered?*

**RESPONSE:** Please refer to Question and Response # 2; the State is currently evaluating this requirement. As soon as the State's evaluation is complete, an Amendment revising the delivery requirements will be issued to all interested vendors.

4. *Regarding RFP Section 5.3, Financial Criteria: Will the evaluation of pricing be based upon one year, three year, five years, or some other increment of total costs?*

**RESPONSE:** The total evaluated price from each Offeror is derived from the Price Form (Attachment F) model, which includes Contract Years 1, 2 and 3, combined with Option Years 1 and 2. Also, please refer to Attachment F – Instructions for Completing Price Form.

5. *Regarding Attachment F, Proposal Price Form: Section 4.5.7, Financial Proposal, requests pricing based on the actual acquisition cost as of October 31, 2010. The Price Form (Attachment F) requests pricing as of August 31, 2010. Can you please clarify?*

**RESPONSE:** The date listed on the Price Form (Attachment F) is incorrect; the date should read “October 31, 2010.” Amendment # 1 to the RFP will make this correction, and an amended version of Attachment F – Price Form will be provided to all interested vendors.

6. *Regarding the previous procurement for pharmacy services that was cancelled, resulting in the re-issuing of the current RFP, can you please provide the following information:*

- a. *Was an intent to award issued, and if so, who was the vendor that received the intent to award notice?*
- b. *If so, was a contract negotiated and agreed upon?*
- c. *Why was the previous procurement cancelled?*

**RESPONSE:** In response to your questions related to the previous procurement:

- a. As the previous procurement was never completed, the State cannot provide information regarding Offerors or proposals received for that procurement.
- b. (see response to a. above)
- c. The previous procurement was cancelled in order to make revisions to the RFP specs.

If there are additional questions concerning this solicitation, please contact me via e-mail at [ggnall@dbm.state.md.us](mailto:ggnall@dbm.state.md.us) or by phone at (410) 260-7338 as soon as possible.

Date Issued: 11/23/2010

By: Gabriel Gnall  
Procurement Officer