

## RFP #20-025, Attachment G

### Question and Answer Template

**Instructions:** All questions/inquiries about RFP 20-025 must be submitted in writing by the deadline identified in Section 1.7 of the RFP. Questions/Inquiries must be listed on this template then submitted via email to [LBrothers@idoa.IN.gov](mailto:LBrothers@idoa.IN.gov). Following the question/inquiry due date, Procurement Division personnel will compile a list of all questions/inquiries submitted. The responses will be posted to the solicitation webpage (<http://www.in.gov/cgi-bin/idoa/cgi-bin/bidad.pl>) according to the RFP timetable established in RFP Section 1.24. Interested parties will need to view responses on the solicitation webpage, as responses will not be returned individually via email.

	RESPONDENT'S QUESTION	STATE'S RESPONSE
1	Will a vendor that has experience with other department of health opioid grants receive stronger consideration?	Bidders should describe related experience in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.
2	Will ISDH be providing a list to the Awarded Contractor of the 92 coroners covered under this contract?	Yes. ISDH will provide all necessary contact information for all 92 county coroners to the awarded contractor.
3	Section 1.4 page 7. 2nd bullet states: "Have in place or create a system to keep track of non-toxicology samples submitted by county coroners and bill them directly." Please clarify whether or not the intention of this section is to state that only "toxicology samples" submitted by the 92 coroners are covered under this contract and the pricing for all other samples submitted to the awarded contractor would not be covered under this contract?	Correct. This contract will only cover blood, urine or vitreous samples submitted for toxicology testing. Many county coroners have their own county account with the current contractor for their non-toxicology testing of samples. However sometimes a county coroner will use the wrong code number and submit a sample for non-toxicology testing which won't be covered in this contract.
4	Will a vendor that does not subcontract any testing within the bid specifications be given favorable consideration?	<p>The RFP doesn't encourage or discourage single or multiple lab. In the proposal, the respondent should detail how its proposed solution(s) (whatever those may be) meet/exceed the needs of the State. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.</p> <p>For subcontractor commitments to MBEs and WBEs, the evaluation process and scoring details are identified in Section 3 of the RFP as well.</p>

5	<p>Based on your annual caseload, interpretations, support for interpretations and questions for highly experienced and professional toxicologists will be necessary. Having several American Board of Forensic Toxicologists available to handle these types of calls is important when some may be in court, scheduled for time off, or in meetings.</p> <p>Will a bidders' laboratory that provides access to 3 or more American Board of Forensic Toxicologists receive stronger consideration?</p>	<p>The RFP just requires successful bidder supply expert upon request. Nothing is mentioned regarding how many experts a successful bidder must have on staff. Bidders should demonstrate their abilities to supply an expert upon request in the proposal submitted. However, the State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.</p>
6	<p>Will a vendor that provides positivity reports each month receive favorable consideration?</p>	<p>The RFP just requires the bidder supply results electronically to ISDH 24 hours after completion of testing. Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.</p>
7	<p>In section 1.4 scope of work (page 6), the RFP states a requirement as ISO laboratory accreditation. We have found that there are many ISO accreditations that are applied into many different industries. There are very few that actually have a forensic testing component to them. For example the ISO 9001 accreditation is general quality management system accreditation with no direct emphasis in forensic testing or toxicology. The ISO 17025 is a widely accepted accreditation for the forensic sciences. When under ANAB/ASCLD LAB, ISO 17025 accreditation has a forensic component that is recognizes standard forensic best practices that is not present with the ISO 9001 or any other ISO accreditation.</p> <p>Will vendors with the ISO 17025 have stronger considerations for this contract?</p>	<p>The RFP just requires ISO accreditation. Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.</p>
8	<p>How will the scope of synthetic marijuana (K-2), novel psychoactive substances (NPS), designer fentanyl and designer opioid substances between vendors be considered?</p>	<p>Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.</p>

9	How often will a toxicologist be requested to give educational presentations per the contract?	This would be based on the need voiced by the county coroners. No more than 1 per year. This does not count the training for coroners on procedures for submitting samples.
10	As listed in the scope of work for supplies provided, it is our experience that medical examiners and coroners have a high variety of preferences used for syringes and needles when collecting postmortem samples. Because of this variance, many of them are already purchasing these supplies as part of their routine practice for collect. Is it acceptable for a vendor to provide pricing that does not include syringes?	Pricing submitted in the Attachment D, Cost Proposal template must conform to and include specifications of the services outlined in Section 1.4 of the RFP. As such, the State expects all bid prices presented in the Cost Proposal to include any and all services/supplies outlined in the Scope of Work. However, respondents may identify and submit forth any additional available discounts apart from the Cost Proposal template. A recommended location for this information is in the bidder's Cost Proposal Narrative document. Refer to #5 on the Attachment D Instructions tab, as well as Section 2.4 of the RFP for additional information on the Cost Proposal Narrative.
11	Will a vendor that shows a high number of clients within the department of health and coroners nationally be weighted higher in the experience section of the RFP?	RFP requires at least one contract with a state health department. Bidders should describe related client experience in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.
12	Will a vendor that is already interfaced with the Indiana Coroner Case Management System (INCCMS) for data exchange with the various departments of health including the Indiana Department of Health receive stronger considerations?	Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.
13	As a vendor that has a surveillance library and progressive data mining abilities, will a vendor with a secondary surveillance library for real time assessment of novel and emerging compounds be considered in the evaluation?	Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process
14	Attachment B, Section 27. Please confirm whether or not Section 27 "Information Technology Enterprise Architecture Requirements" is applicable to this bid.	Attachment B (in full) is the State's standard contract template. As such, it is probable that language from Section 27 be included in the future contract. However, respondents may submit forth for the State's consideration any recommended modifications, as outlined in instructions for Section 2.3.5 of the RFP. Please refer to the referenced section of the RFP for additional details.
15	What things worked well and what could be improved from the first term of working under this contract?	The State does not have any significant issues or concerns to share in this regard.

16	Will historical prior experience working with Indiana Counties be considered in the scoring?	There are no requirements related to this in the RFP. Bidders should describe related experience in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.
17	Under what terms and circumstances would a decision be made to award to multiple Respondents as referenced in section 1.14?	The language referenced is standard boilerplate language for a RFP solicitation issued by IDOA. IDOA may recommend award to multiple respondents if and when it's in the State's best interests to do so. As is stated in the RFP, "The Commissioner of IDOA or designee will, in the exercise of sole discretion, determine which proposal(s) offer the best means of servicing the interests of the State."
18	Knowing the IDOA is committed to revitalizing Indiana's economy. A key component of this endeavor is for state government to invest in and support those firms that have made, and continue to make, significant economic investment in Indiana. The Buy Indiana initiative, established by Executive Order 05-05, sets a goal for state agencies to procure 90 cents (\$.90) of each dollar from Indiana businesses. What consideration will be given to registered companies under the Buy Indiana Initiative?	Buy Indiana is not an evaluation criteria in this solicitation. Please refer to Section 3 of the RFP for a list and description of the evaluation criteria specific to this solicitation.
19	How will the information provided in the Indiana Economic Impact attachment be considered within the evaluation and scoring?	Indiana Economic Impact is not an evaluation criteria in this solicitation. Please refer to Section 3 of the RFP for a list and description of the evaluation criteria specific to this solicitation
20	The IDOA website explicitly states a scoring system that includes the Buy Indiana Initiative and Indiana Economic Impact. Why is the scoring system in this RFP not reflective of that?	Buy Indiana and Indiana Economic Impact are not among the evaluation criteria for this solicitation, which is the reason they are not included in Section 3 of the RFP. Please refer to Section 3 of the RFP for a list and description of the evaluation criteria specific to this solicitation.
21	Out of the estimated 1800 cases per year, what is the percentage mix of specimen types?	This information is not tracked because the only concern is providing the compound(s) found.
22	Is there any desire to have blood, urine, and vitreous testing for a bundled, single price in addition to tradition fee for service per specimen?	No
23	The panel being requested is extremely specific. Are there any compounds currently included in the ISDH Comp Panel that have not seen a reported positive result during the life of the current testing program? If so, what are those?	Those compounds listed in ISDH Comp Panel which are in the current contract, but not found during the life of the current contract, were eliminated from the new ISDH Comp Panel listed in this RFP.

24	Testing sensitivities and limit of detection are highly important when accessing cause and manner of death especially when testing for highly potent designer opioid compounds. Will vendors' testing sensitivity for designer opioid compounds be considered in the scoring system?	Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP. Respondents are encouraged to note that reporting limits are required for each compound/matrix in Attachment I.
25	Given that scope of the described panel is specific to the incumbent laboratory, pathologists in Indiana and across the country having differences of opinion and needs surround scope of testing, and an absence of national standards surrounding panel scope, is the ISDH open of evaluation of alternative testing panel as part of the RFP process?	Attachment I contains a section for respondents to identify any compounds that can be tested which are not listed in the ISDH panel. The required panels are based upon known ISDH needs. Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP.
26	Would a laboratory that includes additional compounds not listed within the ISDH panel (which pathologists and medical examiners across the county utilize as factors in drug overdose investigation) be evaluated favorably? If so, how would you evaluate a proposed panel containing the inclusion of analytes outside the defined scope?	Bidders should describe their proposed solutions and abilities in the applicable sections of the proposal for this RFP. The State will not disclose how specific response scenarios will be scored as that information is considered confidential and deliberative. For information on the evaluation process, please refer to Section 3 of the RFP. Respondents are encouraged to note that Attachment I contains a section for respondents to identify any compounds that can be tested which are not listed in the ISDH panel.
27	Some of the analytes listed in the ISDH Comprehensive Panel are not reported quantitatively by our laboratory, as they have no toxicological significance that would have contributed to cause of death. Is it acceptable for some of the analytes listed in the comprehensive panel (including synthetic cannabinoids, fentanyl analogs, etc.) to be reported qualitatively on a final toxicological report, as long as the submitting laboratory explicitly identifies these compounds in the technical proposal?	Yes, but a reporting limit should still be available for each compound. See Attachment I. Note that an expert may need to determine that found fentanyl analogs, etc. at unknown concentrations did or did not contribute to the cause of death.
28	Would the State accept a Bank Letter of Financial Capacity in lieu of financial statements for a privately held company? If not, do financial statements remain confidential or will they become public record?	Section 2.3.3 identifies acceptable alternatives the State will consider in lieu of financial statements. Please refer to this section of the RFP document. Sections 1.15 and 2.2.5 of the RFP address respondents' responsibilities for identifying/addressing any confidential information included in the proposal. Please read all sections referenced for additional guidance.