



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #011222
Entitled

Lab Services and Testing with Related Products and Supplies

The following advertisement was placed November 10, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Lab Services and Testing with Related Products and Supplies to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 12, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

3890 Management, LLC	Lakeshore Learning Materials
Agilent Technologies, Inc.	Martin-Wilbourn Partners, LLC
Allied Restoration	MCI Diagnostic Center
AnyPlace MD, Inc.	Micro Distributing II, Ltd.
Avertest, LLC	Micronostyx
Beacon OHSS	Myers Associates, Inc.
BECTON DICKINSON AND COMPANY	North Shore Medical Labs
Bio-Rad Canada	Pace Analytical Services, LLC
Brainworks Foundry, Inc.	PECS Electromechanical
CCCS Toxicology Lab	PharmChem, Inc.
Cepheid Canada ULC	Premier Medical, Inc.
Chembio Diagnostic Systems, Inc.	Prime Vendor, Inc.
Comprehensive Drug Testing, Inc.	Redwood Toxicology Laboratory

CrisisGo	RX Bio Corp
EDGE ANALYTICAL	Saybolt, LP
Gatan, Inc.	Siemens Healthcare, Ltd.
germsweep	Sled Consulting, LLC
Grapefruit Testing, LLC	SPECS GLOBAL, LLC
HBARSCI	State of Utah Division of Purchasing
Innovatek Medical, Inc.	Technical Resource Management, LLC, dba Cordant Health Solutions
INTERBORO PACKAGING CORPORATION	TestAmerica Laboratories, Inc.
Kart Kleen	Thema, LLC
Laboratory Corporation of America	White Hand Global, LLC
Laboratory Corporation of America (Labcorp)	Zoomget, LLC
Laboratory Corporation of America Holdings	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 12, 2022, at 4:31:34 pm CT. Proposals were received from the following:

Avertest, LLC
 Redwood Toxicology Laboratory
 Technical Resource Management, LLC, dba Cordant Health Solutions

Proposals were reviewed by the Proposal Evaluation Committee:

Michael Muñoz, CPPB, Procurement Analyst
 Stephanie Haataja, CPIM, Procurement Analyst
 Carol Jackson, Procurement Analyst
 Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

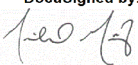
Redwood Toxicology Laboratory furnishes drug and alcohol testing for criminal justice and treatment facilities, forensic toxicology services, DOT and employment laboratory services, and rapid diagnostic testing devices. They offer a full spectrum of testing services to include urine, oral fluids, problematic specimens, secure chain of custody, and Court support. The Redwood Toxicology sales and service teams are ready to serve Sourcewell participating entities across the United States and Canada. Their pricing reflects a range of percentage discounts from list price.


Technical Resource Management, LLC, dba Cordant Health Solutions, has been a provider of drug testing and pharmacy solutions for over three decades. They offer innovative tools for monitoring behavioral health, chronic pain, and criminal justice cases. Cordant has a nationwide footprint consisting of multiple laboratories to serve Sourcewell participating entities in the US. Their proposal includes competitive pricing discounts and available remote technical expert testimony at no charge.


For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #011222 to:

Redwood Toxicology Laboratory #011222-RTL
Technical Resource Management, LLC, dba Cordant Health Solutions #011222-CDT

The preceding recommendations were approved on February 4, 2022.

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Michael Muñoz, CPPB, Procurement Analyst

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Stephanie Haataja, CPIM, Procurement Analyst

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Carol Jackson, Procurement Analyst

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Nick Scholer, Procurement Analyst

STATEMENT OF COMPLIANCE

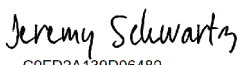
As Chief Procurement Officer for Sourcwell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #011222 for Lab Services and Testing with Related Products and Supplies**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcwell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcwell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcwell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer