



## SOLICITATION ADDENDUM

Date: **07/30/2014**

Subject: **STD/HIV Laboratory Services and Genetic Parentage Testing**

Solicitation Number: **6100030323**

Due Date/Time: **08/06/2014, 3:30pm ET**

Addendum Number: **1**

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To All Suppliers:

The Commonwealth of Pennsylvania defines a solicitation "Addendum" as an addition to or amendment of the original terms, conditions, specifications, or instructions of a procurement solicitation (e.g., Invitation for Bids or Request for Proposals).

*List any and all changes:*

Attached are the Questions and Answers that have been answered for clarification in reference to this Solicitation. Please know that the Due Date/Time have not been affected.

Type of Solicitation: Electronic Bid (SRM) - Review the Questions section of your solicitation response to ensure you have responded, as required, to any questions relevant to solicitation addenda issued subsequent to the initial advertisement of the solicitation opportunity.

Except as clarified and amended by this Addendum, the terms, conditions, specifications, and instructions of the solicitation and any previous solicitation addenda, remain as originally written.

Respectfully,

Name: Nicole Moyer  
Title: Commodity Specialist  
Phone: (717) 346-7097  
Email: nicomoyer@pa.gov

Question #	IFB Page #	IFB Section Reference	Question	Answer
			(Required)	(Required)
1			<p>As indicated below on page 11 &amp; 12 of the Terms and Conditions, I.16. Submission-000.1 Representations and Authorizations (Oct 2013). It is stated that offeror understands, represents, and acknowledges that:</p> <p>B. The Offeror has arrived at the price(s) and amounts in its proposal independently and without consultation, communication, or agreement with any other Offeror or potential offer.</p> <p>and</p> <p>C. The Offeror has not disclosed the price(s), the amount of the proposal, nor the approximate price(s) or other amount(s) of its proposal to any other firm or person who is an Offeror or potential offer for this RFP, and the Offeror shall not disclose any of these items on or before the proposal submission deadline specified in the Calendar of Events of this RFP.</p> <p>On 7/21/14 at 11:48 am, DDC retrieved at the pricing received for IFB #6100029860. At that time our company opened the document and saw the pricing submitted by our company along with the other bidders. How can the Commonwealth reissue the solicitation as IFB #6100030323 on 7/24/14 and be able to fairly assess the low bidder when pricing was disclosed for the exact same services? In the original IFB document, there were volume and experience requirements listed for Lot #1; however, there were no such requirements for the paternity testing portion (Lot #2). In the reissued IFB, there are still no such requirements. Since the award will be decided on price only, how will the Commonwealth assess the capabilities of the chosen laboratory in order to ensure that laboratory has a proven track record and is experienced in handling large testing volumes?</p>	<p>1a. Under the Procurement Code, 62 Pa.C.S. §521, the Commonwealth has the right to cancel a solicitation. The Commonwealth is not precluded from re-issuing a solicitation.</p> <p>1b. The purpose of Paragraphs B and C of I.16 Submission-001.1 Representations and Authorizations (Oct 2013) is to require a bidder to acknowledge that it has not engaged in unlawful bid-rigging and collusion with other bidders. Bid-rigging is defined in Part I, Chapter 40 of the Procurement Handbook as "the concerted activity of two or more persons to determine in advance the winning bidder of a contract let or to be let for a government agency." A bidder can arrive at its bid independently as long as it does not engage in collusion, bid-rigging or other prohibited activities with other bidders. Refer to Procurement Handbook, Part I, Chapter 40. For this IFB, each bidder must come to a price based on its own business model. The bid tabulation that was posted with the prior canceled IFB contained different requirements than those listed with this IFB, and therefore, the price may be different.</p>
2			<p>Please consider the following scenario: What if a bidder were to submit \$10.00 for the vendor-collection all other counties price category and \$50.00 per sample for all of the remaining categories. This vendor is awarded the contract as low bidder, yet clearly there is no value to the Commonwealth. In fact, the Commonwealth would in theory be paying a substantial amount more than it is currently paying for these services. Would it be more prudent for the Commonwealth to consider assigning actual proposed testing volumes to each pricing category based on historical data so that a total figure could be calculated as an annual expense? By approaching the bid in this manner, the evaluation of the pricing would be reflective of actual expenses and the Commonwealth would get the best value.</p>	<p>This solicitation is an IFB which will be awarded to the lowest responsive and responsible bidder.</p>
3			<p>Please consider the following scenario: What if a bidder were to submit \$10.00 for the vendor-collection all other counties price category and \$50.00 per sample for all of the remaining categories. This vendor is awarded the contract as low bidder, yet clearly there is no value to the Commonwealth. In fact, the Commonwealth would in theory be paying a substantial amount more than it is currently paying for these services. Would it be more prudent for the Commonwealth to consider assigning actual proposed testing volumes to each pricing category based on historical data so that a total figure could be calculated as an annual expense? By approaching the bid in this manner, the evaluation of the pricing would be reflective of actual expenses and the Commonwealth would get the best value.</p>	<p>Bidders must submit their bid based on the cost worksheet included in the solicitation.</p>