

- 1) Who is the current provider for the Roanoke County Police Department, Roanoke County Schools and the Town of Vinton? *The current vendor is Safety and Compliance Services.*
- 2) Why are you evaluating new providers? *It is the practice of Roanoke County to establish a standard maximum contract term, and to complete the competitive solicitation process after that term, in order to ensure the highest degree of competition, obtain best value for the County, and practice good stewardship of taxpayer dollars.*
- 3) Are there any specific improvements you are seeking of your previous contract? *No.*
- 4) What is the current pricing?

PRICING – DRUG AND ALCOHOL TESTING – Year #1*:

DESCRIPTION OF TEST	OFFICE	ON-SITE	AFTER- HOURS*
DOT URINE DRUG SCREEN	\$42.00	\$43.00	\$44.00
INSTANT 10 PANEL DRUG SCREEN (NON-DOT TESTING) (COC/M-AMP/THC/MTD/AMP/OPI/OXY/BAR/BUP/BZO)	\$38.00	\$43.00	\$44.00
POSITIVE DRUG TEST LAB CONFIRMATION OF INSTANT TEST	\$30.00	\$30.00	\$30.00
ADDITIONAL LAB FEE IF OPI/OXY/BUP ON INSTANT RESULT	\$20-\$35 EA	\$20-\$35 EA	\$20-\$35 EA
DOT/NON-DOT BREATH ALCOHOL SCREEN	\$30.00	\$40.00	\$40.00
POSITIVE DOT/NON-DOT BREATH ALCOHOL SCREEN CONFIRMATION	\$35.00	\$45.00	\$45.00
SETUP FEE per visit	NA	\$45.00	\$95.00
WAIT-TIME (defined below)	\$45.00 per hr	\$95.00 per hr	\$95.00 per hr
RANDOM PROGRAM PARTICIPATION (Annual fee per random list maintained)	\$150 per list	--	--

- 5) What are the current collection sites? Has there been any issues with them? *Current collection sites for CDL drivers are Kessler Mill Road in Salem and Safety and Compliance Services' office on Hershberger Road. Operations will be moving to separate buildings in the future and we don't have a plan established to how it will work best moving forward. That will be worked out with the vendor as these changes occur. We expect to continue with one off-site collection which will probably be on at our new site on Hollins Road in Roanoke.*
- 6) What is the expected volume of tests? (If you can't provide an estimate, can you share figures from 2019?) *There are just over 60 CDL drivers in the DOT testing pool for the County. That would be 30+ urine tests, plus the alcohol test in the random. We also have had 10+ pre-employment tests plus some rehabilitation testing. The Town of Vinton uses the current vendor and they have 10-12 drivers. Roanoke County Public Schools currently have around 230 drivers. For the Police Department, we give four random tests per year which consist of 19 employees. Two of those take the breath test as well. We also test the 15 sensitive positions twice a year. For Social Services, they average 77 tests monthly.*
- 7) What is your estimated budget for this project? *We do not release budget information for this type of contract and will appreciate an honest valuation of the cost of the services in your proposal.*
- 8) Page 2. Would the "Business License#" be the same as our CA Corporation#? *Yes.*

- 9) Page 6 7. "We only use one county site, Roanoke County Public Service Building, 1216 Kessler Mill Road, Salem, VA 24153." What is this site used for? Are we required to do random testing here? *Remote testing is required at site. See question 5 above.*
- 10) Page 7. "Positive results are turned around in 24 hours and negative results are turned around in 48 hours." You receive positive results earlier than negative? *Positive test times can vary depending on circumstances. For instance, the MRO will need to contact employee in some cases to determine if the employee has a prescription for the substance. As a general rule, the county wants positive results to be forwarded within 24 hours.*
- 11) Page 7. "We do not track the numbers of each type of tests we order and have no way to pull that information. We don't feel comfortable estimating". Can the Dept of Social Services, rather than provide numbers for each type of test, at least give an estimate as to a grand total of all tests combined ordered so we know if we're talking 30 tests or tests in the 100s, or 1000s? *Social Services averages 77 tests monthly.*
- 12) Page 9, 12. "Prospective Offerors should submit, at a minimum, a description of the marketing approach and promotions they intend to pursue to maximize revenues generated from the services or items requested in this RFP". What is the relevance of our company's marketing and revenue strategy to providing Roanoke drug and alcohol testing? *Please see revised RFP. There is no requirement for a marketing or revenue strategy. The County does not anticipate any revenue resulting from any contract.*
- 13) Page 14 15. "Offeror must be able to provide service at the following locations: Alternate location to include client's home" Can you explain how sending our personnel to conduct drug and alcohol testing at private residences does not present a safety issue for our personnel? *This is not required for CDL driver testing. For Social Services, we also consider the safety of our workers. If they deem a client's home is not safe for them to visit they would find an alternate, safe location to meet and conduct a drug screen. Also, there are times that police accompany the DSS workers to home visits. An employee of the vendor would not be in the client home alone, they would have the DSS worker present and potentially a law enforcement officer.*
- 14) Page 15. "The collection of urine and breath samples will occur at a Police Department designated drug and/or alcohol collection site." We need to know the site they're designating before we can submit a proposal saying we can accommodate. *The site normally is the SWAT garage located at the police department, but if necessary testing can be moved to the restrooms located on the second floor of the public safety center.*
- 15) Page 15. "The collection of urine and breath samples will occur at a Police Department designated drug and/or alcohol collection site." Is that to say all collections for the police will be done onsite at their location rather than our own facilities? *No, if a schedule conflict occurs the officer will respond to the testing facility to be tested.*
- 16) Page 15. "Approximately 40% of sworn employees of the Department are randomly selected for testing each year. Employees working in sensitive positions will be tested, at a minimum, twice annually." How many sworn employees are there? How many sensitive positions? *The*

Police Department has 140 sworn members, although that number does fluctuate. There also approximately 15 sensitive positions depending on staffing levels.

- 17) Page 36. "I. The certificate holders on the Accord form Certificates of Insurance shall be: Roanoke County Public Schools Projects."** If this RFP is specifically for the County of Roanoke, Department of Social Services and Department of Police, what is the purpose of naming Roanoke County Public Schools on our insurance? If Roanoke County Schools only "may utilize any resulting contract" (per page 14), why do they need to be added to our insurance at this time rather than if and when they decide to move forward? *Roanoke County Public Schools is a participant in this RFP because of DOT testing for their school bus drivers. Information for both Roanoke County and Roanoke County Public Schools is provided within our standard template.*
- 18) Page 42 & Page 44. "Direct Contact with Students Form"** Please confirm that this is Not Applicable, that our personnel has no reason to have direct contact with students. *This form does not apply as there should be no contact with students.*
- 19) Page 6. "Offerors must have the capability to manage the random selection process (computerized program for random selection) for Roanoke County, Roanoke County Schools, Town of Vinton, and Roanoke County Police Department."** Are we just producing Randoms for Roanoke County Schools and the Town of Vinton or are we also doing testing for them? *The current vendor does testing for both entities. Those entities can choose to use this contract or pursue testing on their own.*
- 20) Page 14. "The Town of Vinton and Roanoke County Public Schools may utilize any resulting contract."** Who would we be testing for Roanoke County Public Schools? For the Town of Vinton? And what would their testing requirements be? *Roanoke County Public Schools is included in this RFP for CDL driver testing. For information for the Town of Vinton, please contact their office.*