



COMMONWEALTH OF VIRGINIA

County of Henrico

DEPARTMENT OF FINANCE
Oscar Knott, CPP, CPPO, VCO
Purchasing Director

RFP No. 20-2008-5JOK Health Diagnostic Testing Services

Questions & Answers

June 2, 2020

1. Under Section V, General Contract Terms and Conditions, Subsection B, Number 3... “The contract is not assignable.” Does this mean that the successful offeror cannot subcontract or contract with a separate company to provide services outlined in the “scope of services”?

Answer: No, this does not mean that the Successful Offeror cannot subcontract or contract with a separate company to provide services outlined in the RFP.
2. Under Section VII, Proposal Response Format, Subsection B, Number 4 Tab 3 – Offeror Qualifications. Requirement of a Business Health Summary,... including audited financial statements. Will you accept “reviewed” financial statements vs. “audited” financial statements? Is submission of any financial statement an absolute requirement for proposal submission?

Answer: Reviewed financial statements are acceptable.
3. Will this RFP be awarded to only one offeror? If not, is there a minimum or maximum number of offerors it could go to?

Answer: The County reserves the right to make multiple awards. The minimum amount of awards will be one, but no maximum number of awards has been predetermined. The number of awards will depend on the proposals received.
4. Does the offeror have to apply for all three testing situations (individual testing, onsite group, and drive-through) or can they just choose one or two of the situations?

Answer: Offerors do not have to provide testing services for all three situations and may propose to provide services in one, two or all three testing situations.
5. Other than the FDA approval necessity, is there a requirement for the kind of test performed like oral, nasal, blood, sputum, etc.?

Answer: No, but the offeror needs to be able to describe the efficacy of the test methods proposed.
6. What is the expected turnaround time for the test results?

Answer: No turnaround time is specified; however, offerors shall detail proposed turnaround times in their proposal submittal.
7. Does it matter what lab company sources the test kits as long as they meet the FDA approval?

Answer: Yes, we will need to have information about the laboratory including their expertise in sourcing the test kits. If a laboratory will be involved in evaluating

tests/samples, we will need to understand the expertise of that lab in doing so, and will need documentation from the lab describing their capabilities, the qualifications of their staff, the type of equipment they will use, etc.

8. Is there a minimum or maximum number of tests expected to be performed on a daily, weekly, or monthly basis?

Answer: Not specifically, but we are evaluating the capabilities of the offerors with an eye toward being able to do mass testing if needed.