



OFFICE OF STATE COURTS ADMINISTRATOR
P.O. Box 104480
2112 Industrial Drive
Jefferson City, MO 65110-4480

RFP NO. OSCA 11-029-00
TITLE: Drug/Alcohol Testing
Equipment & Services
ISSUE DATE: January 6, 2011

CONTACT: Russell Rottmann
PHONE NO.: (573) 522-6766
E-MAIL: osca.contracts@courts.mo.gov

RETURN PROPOSAL NO LATER THAN: February 10, 2011 AT 5:00 PM

MAILING INSTRUCTIONS: Print or type **RFP Number** and **Return Due Date** on the lower left hand corner of the envelope or package.

RETURN PROPOSAL TO:

(U.S. Mail)
Office of State Courts Administrator
Contracts Unit or
PO Box 104480
Jefferson City Mo 65110 - 4480

(Courier Service)
Office of State Courts Administrator
Contracts Unit
2112 Industrial Dr
Jefferson City Mo 65109

CONTRACT PERIOD: JULY 1, 2011 THROUGH JUNE 30, 2012

DELIVER SUPPLIES/SERVICES FOB DESTINATION TO THE FOLLOWING ADDRESS:

MISSOURI TREATMENT COURTS THROUGHOUT THE STATE OF MISSOURI

The vendor hereby declares understanding, agreement and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all requirements and specifications contained herein and the Terms and Conditions Request for Proposal. The vendor further agrees that the language of this RFP shall govern in the event of a conflict with his/her proposal. The vendor further agrees that upon receipt of an authorized purchase order from the Office of State Courts Administrator or when this RFP is countersigned by an authorized official of the Office of State Courts Administrator, a binding contract shall exist between the vendor and the Office of State Courts Administrator.

SIGNATURE REQUIRED

AUTHORIZED SIGNATURE 		DATE 2-9-11
PRINTED NAME Melissa A. Waterhouse		TITLE VP & Chief Compliance Officer, Corporate Secretary
COMPANY NAME American Bio Medica Corporation		
MAILING ADDRESS 122 Smith Road		
CITY, STATE, ZIP Kinderhook, NY 12106		
VENDOR NO. (IF KNOWN)		FEDERAL EMPLOYER ID NO. 14-1702188
PHONE NO (518)758-8158.	FAX NO. (518)758-8171	E-MAIL ADDRESS info@abmc.com

NOTICE OF AWARD (OSCA USE ONLY)

ACCEPTED BY OFFICE OF STATE COURTS ADMINISTRATOR AS FOLLOWS:		
AS SUBMITTED IN ITS ENTIRETY		
CONTRACT NO. OSCA 11-029-01	CONTRACT PERIOD July 1, 2011 through JUNE 30, 2012	
CONTACTS COORDINATOR 	DATE 2-23-2011	STATE COURTS ADMINISTRATOR

PRICING PAGE

The vendor shall provide the pricing information for each product and/or service to be provided in accordance with the provisions and requirements specified herein. All costs associated with providing the products and/or services required herein shall be included in the prices.

PRICE: The vendor shall provide a listing of each product and/or service with a firm, fixed price for each product and/or service.

More lines may be added, if needed.

<u>Rapid TOX® Single Panels</u>	Product name	\$ <u>1.14-2.00</u>	firm, fixed price per each unit
<u>Rapid TOX® 2 Panel</u>	Product name	\$ <u>1.75</u>	firm, fixed price per each unit
<u>Rapid TOX® 3 Panel</u>	Product name	\$ <u>1.80</u>	firm, fixed price per each unit
<u>Rapid TOX® 4 Panel</u>	Product name	\$ <u>2.00</u>	firm, fixed price per each unit
<u>Rapid TOX® 5 Panel</u>	Product name	\$ <u>2.25</u>	firm, fixed price per each unit
<u>Rapid TOX® 6 Panel</u>	Product name	\$ <u>2.75</u>	firm, fixed price per each unit
<u>Rapid TOX® 7Panel</u>	Product name	\$ <u>3.00</u>	firm, fixed price per each unit
<u>Rapid TOX® 8 Panel</u>	Product name	\$ <u>3.25</u>	firm, fixed price per each unit
<u>Rapid TOX® 9 Panel</u>	Product name	\$ <u>3.45</u>	firm, fixed price per each unit
<u>Rapid TOX® 10 Panel</u>	Product name	\$ <u>3.75</u>	firm, fixed price per each unit
<u>RDS(kit) 2 Panel</u>	Product name	\$ <u>2.79</u>	firm, fixed price per each unit
<u>RDS(Card Only) 2 Panel</u>	Product name	\$ <u>1.95</u>	firm, fixed price per each unit
<u>RDS(kit) 3 Panel</u>	Product name	\$ <u>3.44</u>	firm, fixed price per each unit
<u>RDS(Card Only) 3 Panel</u>	Product name	\$ <u>2.45</u>	firm, fixed price per each unit
<u>RDS(kit) 4 Panel</u>	Product name	\$ <u>4.34</u>	firm, fixed price per each unit
<u>RDS(Card Only) 4 Panel</u>	Product name	\$ <u>2.95</u>	firm, fixed price per each unit
<u>RDS(kit) 5 Panel</u>	Product name	\$ <u>5.48-6.00</u>	firm, fixed price per each unit
<u>RDS(Card Only) 5 Panel</u>	Product name	\$ <u>3.50</u>	firm, fixed price per each unit
<u>RDS(kit) 8 Panel</u>	Product name	\$ <u>9.23</u>	firm, fixed price per each unit
<u>RDS(Card Only) 8 Panel</u>	Product name	\$ <u>6.75</u>	firm, fixed price per each unit
<u>RDS(kit) 9 Panel</u>	Product name	\$ <u>10.97</u>	firm, fixed price per each unit

OSCA 11-029-00 Drug/Alcohol Testing Equipment & Services

RDS(kit) 10 Panel Product name \$ 11.75 firm, fixed price per each unit
OralStat: Oral Fluid (Saliva) Drug Screen (6) Product name \$ 8.95 firm, fixed price per each unit
OralStat: Oral Fluid (Saliva) Drug Screen (10) Product name \$ 9.95 firm, fixed price per each unit

(*An additional charge of \$0.75 will be added to the price per unit if the cup, tamp seal, & bag are needed)**

Electronic Alcohol Monitoring

Pricing per participant

per day: N/A

per week: n/a

per month: N/a

Is there a minimum number of days? Yes _____ No _____ N/A

If yes, please indicate number of days: _____

Deposit or Start Up fee required? Yes _____ How much? _____ No _____ N/A

Please list system requirements, such as single land phone line, water resistance, range of coverage etc:

_____ N/a

Please list counties you will provide this service:

(Proposed Role/Function)	
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OSCA 11- 029
EXHIBIT D

METHOD OF PERFORMANCE

The vendor should use this Exhibit, or similar format, to present a written plan for performing the requirements specified in this Request for Proposal.

******NA (indicates not applicable as ABMC is only responding to the On-Site Drug Testing Kits Non-Instrument Based Immunoassay (both urine and saliva) portion of this RFP).**

1. Describe what is provided with which to collect the each sample (cups, chain of custody forms, mailing packets).
 - a. **Each product proposed by ABMC would include a collection cup with an integrated temperature strip, and tamper evident seal.**
2. Describe the instruction or training provided to treatment court staff pertaining to properly collecting a sample and completing necessary documentation.
 - a. **ABMC offers each customer a variety of different training methods, including web based product training with certification, webcast/teleconference training, and on site product training.**
3. Describe how the sample is transported to the testing laboratory (U S Postal, Fed Ex, UPS, etc.).
N/A*
4. Describe the methods of testing which are employed (LC/MS/MS, GS/MS, LC/MS, and/or Immunoassay methods).
N/A *
5. Provide the testing cutoff levels which are available (100ng/mL, 250ng/mL, 500ng/mL, 1000 ng/mL). What cutoff level is recommended to safe guard against incidental false positive? _____ ng/mL

Compound	Test Abbreviation	Level (ng/mL)
Amphetamines (d-amphetamine sulfate)	AMP	500 1000 *
Barbiturates (butalbital)	BAR	300
Benzodiazepines (oxazepam)	BZO	300
Buprenorphine	BUP	12.5
Cocaine (benzoylecgonine)	COC	150 300 *
MDMA ((+/-) 3,4-methylenedioxy-methamphetamine) (Ecstasy)	MDMA	500 1000
Methadone	MTD	300
Methamphetamines ((+)-methamphetamine HCl)	MET	500 1000
Opiates (morphine-3-b-D-glucuronide)	OPi	300 2000 *
Oxycodone	OXY	100
Phencyclidine (phencyclidine HCl)	PCP	25 *
Propoxyphene	PPX	300
THC/ Cannabinoids (11-nor-Δ9-THC-9-carboxylic-acid)	THC	50 *
Tricyclic Antidepressants (nortriptyline)	TCA	1000
Specimen Validity Tests: pH, Specific Gravity, Oxidants	SVT	3 Panel

ABMC offers fourteen different drugs of abuse assays at various cutoff levels. Where applicable the cutoff levels are in accordance with the current Substance Abuse and Mental Health Services Administration's (SAMHSA) guidelines. ABMC offers Opiates for both 2000 ng/mL and 300 ng/mL cut-off levels and Benzodiazapines and Barbiturates at a cut- off level of 300 ng/mL. A complete listing of our cut-off levels can be found in the chart on the left.

6. Describe the turnaround time for results.
 - a. **The ABMC products offered provide results in three to five (3-5) minutes.**
7. Describe how test results will be reported (telephone, fax, or e-mail).
 - a. **The products offered in this RFP are rapid result, lateral flow immunoassay Point of Collection products that test for the presence or absence of drugs in a urine or oral fluid specimen. Once the specimen is collected and the test is administered, the test channel should reveal results within three to five minutes. The test results may be interpreted once the control lines have formed and the background on the test strips have cleared. The presence of a reddish-purple line adjacent to any of the drug abbreviations listed on the test indicates the absence of a drug in the specimen. If after five minutes no line forms adjacent to a particular drug, then this indicates a "non-negative", or positive, result for that drug. The test results are stable for up to four hours. Apart from the procedure noted above, there is no further reporting (telephone, fax, or email) as ABMC is not providing testing services.**
8. Organizational Chart - The vendor should provide an organizational chart showing the staffing and lines of authority for the key personnel to be used. The organizational chart should include (1) The relationship of service personnel to management and support personnel, (2) The names of the personnel and the working titles of each, and (3) Any proposed subcontractors including management, supervisory, and other key personnel.
 - The organizational chart should outline the team proposed for this project and the relationship of those team members to each other and to the management structure of the vendor's organization.

A copy of our organizational chart can be found attached to this Exhibit D.
9. Along with a detailed organizational chart, the vendor should describe the following:
 - How services of the contract will be managed, controlled, and supervised in order to ensure satisfactory contract performance.

ABMC customers are managed through a network that begins with the Vice President of Sales and Marketing. If awarded to ABMC, this contract would be handled by ABMC's Sales Representative for the state of Missouri, Sheila Powers, along with the assistance of dedicated Customer Service Representative, Whitney Cipkowski. Ms Cipkowski would supervise all aspects of the customer relationship, including but not limited to order processing, product shipment, and potential questions related to products.
 - Total Personnel Resources - The vendor should provide information that documents the depth of resources to ensure completion of all requirements on time and on target. If the vendor has other ongoing contracts that also require personnel resources, the vendor should document how sufficient resources will be provided to the STATE OF MISSOURI.

As the enclosed organizational chart depicts, ABMC has a strong sales and marketing department. Although specific personnel would be directly responsible for performance under this contract, any and all resources within the sales and marketing department and throughout ABMC's organization would be available to the State of Missouri if necessary to ensure the completion of all requirements under the contract on time and on target. While ABMC has many other ongoing contracts that also require personnel resources, ABMC has more than sufficient personnel resources so these additional requirements will not affect ABMC's ability to perform under the contract with the State of Missouri.