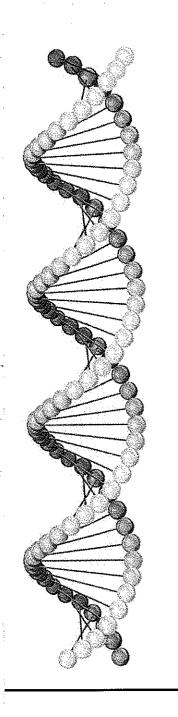


State of West Virginia Department of Administration Purchasing Division

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



Orchid Cellmark Inc. respectfully submits this proposal to the:

STATE OF WEST VIRGINIA

RFQ #CSE11132

Statewide Genetic Testing Services

(Original)

Due Date: March 31, 2011

Authorized Signature: _

ORCHID CELLMARK

DNA testing trusted worldwide.

Orchid Cellmark Inc.

5698 Springboro Pike Dayton, Ohio 45449 Phone: (800) 443-2383 / (937) 242-4200 Fax: (937) 242-4314

Web site: www.orchidcellmark.com

Proposal Related Inquiries:

Kathy Leis **Director of Operations**

Phone: (937) 242-4205 E-mail: kleis@orchid.com RECEIVED

2011 MAR 30 PM 12: 05

TABLE OF CONTENTS

A. Transmittal Letter

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- Signed RFQ Forms
- Signed Addendum No. 1
- Signed and Notarized Purchasing Affidavit

C. Technical Proposal

•	Response to Scope of Work	Pages 1-11
•	Services to Be Provided	Pages 12-27
•	Personnel	Pages 27-30
•	Identification, Specimen Collection and Documentation	Pages 30-33
•	Storage and Handling	Pages 33-35
•	Reports of the Tests	Pages 36-38
•	Paternity Calculations	Pages 38-39
•	DNA Testing	Pages 39-40
•	Service Documentation	Page 40
•	Mandatory Requirements	Pages 41-45

D. Cost Proposal

Proposal Attachments:

- 1. Curricula Vitae
- 2. Specimen Collector Manual
- 3. Statement of Procedures Form & Collector Exam
- 4. Scheduling Forms
- 5. WebHelp Manual
- 6. Sample Paternity Reports
- 7. Sample Statistical Report
- 8. Accreditation Documents

ORCHID Cellmark

March 24, 2011

Roberta Wagner
Department of Administration
Purchasing Division
Building 15
2019 Washington Street East
Charleston, West Virginia 25305-0130

Dear Roberta:

Enclosed you will find Orchid Cellmark's proposal for the Statewide Genetic Testing Services Contract with the State of West Virginia, Request for Quotation No. CSE11132.

OCI has been involved in the paternity testing industry since 1979, and continues to incorporate new technologies, processes, and quality standards which enable us to pass this high level of service onto our customers. Process improvement and Quality Assurance are two of the main focuses at OCI, with dedicated teams putting time and resources together to ensure that OCI not only meets the requirement of its contracts and accrediting bodies, but also exceeds them. It is through these processes that OCI has been able to provide a 4.93 day average turnaround time for genetic testing results for the State of West Virginia for calendar year 2010.

In addition to technical aspects, OCI believes that customer service and communication are of great importance, and a major component of the success in a business relationship between two organizations. A dedicated Customer Service Associate and Scheduling Coordinator, in addition to the Director of Customer Service and Director of Operations, will continue to work in conjunction with the State's child support offices to ensure all needs are met or exceeded.

In recent years, the paternity testing industry has seen a downward trend in pricing, yet the content and quality of OCI's services have been elevated to a higher level. As is true for most businesses, our costs of operation – materials, labor, taxes, and overhead – have risen at a steady pace, which presents us with the constant challenge of finding innovative ways to lower our costs by means of increased productivity. Despite the confluence of lower prices and higher costs, we are confident that we will continue to be able to provide uncompromised levels of service to child support service organizations and the paternity industry as a whole.

Mandatory Statements:

1. Orchid Cellmark Inc. is a publicly traded corporation incorporated in the State of Delaware.

- 2. OCI has received and reviewed Addendum #1 dated March 17, 2011.
- 3. The individual signing this bid has authorization to bind the company to the quoted prices.
- 4. The bid and all prices quoted shall remain valid for a period of one year after the closing date of this proposal: March 31, 2011.
- 5. Orchid Cellmark agrees with all terms and conditions presented in this RFQ, Exhibits and Appendices, if any, as well as any addenda to this RFQ.
- 6. Orchid Cellmark's Dayton laboratory has been accredited by the AABB since 1991. Copies of our accreditation certificates for the past five years are provided in Attachment #.
- 7. Orchid Cellmark has provided more than five references in the *Mandatory Requirements* section of its Technical Proposal.

We greatly value the opportunity to present this bid response. If selected as a vendor for the State, we are confident that we will continue to bring high quality and efficiency to the Child Support Offices throughout the State of West Virginia.

Sincerely,

Kathy Leis

Director of Operations Phone: (937) 242-4205 E-mail: kleis@orchid.com

ashy Lieis



State of West Virginia Department of Administration Quotation Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for

CSE11132

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ADDRESS CORRESPONDENCE TO ATTENTION OF

ROBERTA WAGNER

304-558-0067

*B24105915 937-242-4215 ORCHID CELLMARK INC 5698 SPRINGBORO PIKE

DAYTON OH 45449-2806

HEALTH AND HUMAN RESOURCES CHILD SUPPORT ENFORCEMENT

ROOM 147

350 CAPITOL STREET

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GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

- 1. Awards will be made in the best interest of the State of West Virginia.
- 2. The State may accept or reject in part, or in whole, any bid.
- 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
- 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
- 5. Payment may only be made after the delivery and acceptance of goods or services.
- 6. Interest may be paid for late payment in accordance with the West Virginia Code.
- 7. Vendor preference will be granted upon written request in accordance with the West Virginia Code.
- 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 10. The laws of the State of West Virginia and the Legislative Rules of the Purchasing Division shall govern the purchasing process.
- 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
- 12. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
- 13. HIPAA BUSINESS ASSOCIATE ADDENDUM: The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
- 14. CONFIDENTIALITY: The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf.
- 15. LICENSING: Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
- 16. ANTITRUST: In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or Fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

- 1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
- 2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
- 3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
- 4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications. Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
- 5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



DAYTON OH

ORCHID CELLMARK INC 5698 SPRINGBORO PIKE

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

Request for
Quotation

45449-2806

937-242-4215

CSE11132

ADDRESS CORRESPONDENCE TO ATTENTION OF::::

ROBERTA WAGNER 304-558-0067

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State of West Virginia Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER CSE11132 3

ADDRESS CORRESPONDENCE TO ATTENTION OF

ROBERTA WAGNER 304-558-0067

937-242-4215 ORCHID CELLMARK INC 5698 SPRINGBORO PIKE

DAYTON OH 45449-2806

HEALTH AND HUMAN RESOURCES CHILD SUPPORT ENFORCEMENT

ROOM 147

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State of West Virginia Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for Quotation

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

ROBERTA WAGNER 304-558-0067

*B24105915 937-242-4215 ORCHID CELLMARK INC 5698 SPRINGBORO PIKE

DAYTON OH 45449-2806

HEALTH AND HUMAN RESOURCES
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State of West Virginia
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2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for

RFQ NUMBER CSE11132

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DAYTON OH 45449-2806

HEALTH AND HUMAN RESOURCES CHILD SUPPORT ENFORCEMENT ROOM 147

350 CAPITOL STREET CHARLESTON, WV

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ORCHID CELLMARK INC 5698 SPRINGBORO PIKE

DAYTON OH 45449-2806

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

937-242-4215

Request for Quotation

CSE11132

ADDRESS CORRESPONDENCE TO ATTENTION OF:

ROBERTA WAGNER

3<u>04-558-0067</u>

HEALTH AND HUMAN RESOURCES CHILD SUPPORT ENFORCEMENT ROOM 147

350 CAPITOL STREET CHARLESTON, WV

25301-3703 304-558-1649

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State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130 Charleston, WV 25305-0130

Request for

RFQ NUMBER CSE11132

ADDRESS CORRESPONDENCE TO ATTENTION OF:

ROBERTA WAGNER 304-558-0067

937-242-4215 ORCHID CELLMARK INC

DAYTON OH 45449-2806

5698 SPRINGBORO PIKE

HEALTH AND HUMAN RESOURCES CHILD SUPPORT ENFORCEMENT

ROOM 147

350 CAPITOL STREET

CHARLESTON, WV

25301-3703 304-558-1649

DATE PRIN	ITED TEF	RMS OF SALE	SHIP	VIA	F.O.B.	FREIGHT TERMS
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Director of Op	perations	22-3	392819		ADDRESS CHAI	NGES TO BE NOTED ABOVE



State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

Request for Quotation

CSE11132

PAGE 2

ADDRESS CORRESPONDENCE TO ATTENTION OF:

ROBERTA WAGNER

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937-242-4215 INC

DAYTON OH 45449-2806

ORCHID CELLMARK INC

5698 SPRINGBORO PIKE

HEALTH AND HUMAN RESOURCES CHILD SUPPORT ENFORCEMENT ROOM 147

CHARLESTON, WV

25301-3703 304-558-1649

FREIGHTTERMS SHIP VIA F.O.B. DATE PRINTED TERMS OF SALE: 03/17/2011 3ID OPENING DATE: BID OPENING TIME 01:30PM **03/31** /2011 UOP ITEM NUMBER UNIT PRICE AMOUNT LINE QUANTITY VERBAL VENDOR MUST CLEARLY UNDERSTAND THAT ANY REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY GRAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING Orchid Cellmark Inc NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID. REV. 09/21/2009 END OF ADDENDUM NO. 1 SEE REVERSE SIDE FOR TERMS AND CONDITIONS IGNATURE March 29, 2011 Director of Operations ADDRESS CHANGES TO BE NOTED ABOVE 22-3392819



DAYTON OH

ORCHID CELLMARK INC 5698 SPRINGBORO PIKE

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston WV 25305 0130 Charleston, WV 25305-0130

45449-2806

937-242-4215

CSE11132

ROBERTA WAGNER 304-558-0067

HEALTH AND HUMAN RESOURCES CHILD SUPPORT ENFORCEMENT ROOM 147 350 CAPITOL STREET

CHARLESTON, WV 25301-3703 304-558-1649

DATE PRINT		TEA	IMS OF SAL	E	SHIP V	IA		O.B.	FREIGHT TERMS
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RFQ No. CSE11132	
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STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (**West Virginia Code** §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name:	Orchid	Cellmark Inc.		
Authorized Signature:	Wrift	2	, Date: _	March 28, 2011
State of New	Jersey	_		
County of Mercer				
Taken, subscribed, and s	worn to before me this ${\underline{\mathscr D}}$	day of <u>Mar</u>	ch	_, 20 <u>11</u> .
My Commission expires		, 20 <u>/3</u> .		
AFFIX SEAL HERE		NOTARY PUBLIC_	May	Dacho

Mary Bashore Notary Public of New Jersey My Commission Expires 03/17/2013

WEST VIRGINIA BUREAU FOR CHILD SUPPORT ENFORCEMENT STATEWIDE GENETIC TESTING REQUEST FOR QUOTATION #CSE11132

GENETIC TESTING RFQ CSE11132

COST QUOTATION

	Description of Service (Establishment of Genetic Markers)	Cost per SAMPLE	<u>Estimated</u> Volume	<u>Estimated</u> Total
1	Buccal Swab Collection and Analysis by Vendor	\$33.50	3,100	\$103,850.00
2	Buccal Swab Collection by the BCSE/Analysis by Vendor	\$21.50	2,700	\$58,050.00
3	Special Circumstances – Deceased Individuals, Collection/Analysis of Blood or Other Tissue Samples	\$33.50	10	\$335.00
		\$162,235.00		

Vendor Name:	Orchid Cellmark Inc.	