



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia’s procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 5

List View

General Information | Contact | Default Values | Discount | Document Information

Procurement Folder: 311235

Procurement Type: Central Master Agreement

Vendor ID: VS0000007234

Legal Name: Norton Medical Industries

Alias/DBA:

Total Bid: \$207,710.00

Response Date: 04/18/2017

Response Time: 13:10

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT1700000074

Published Date: 4/10/17

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Close Time: 13:30

Status: Closed

Solicitation Description: ADDENDUM_1: Drug and Alcohol Testing Services

Total of Header Attachments: 5

Total of All Attachments: 5



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder : 311235
 Solicitation Description : ADDENDUM_1: Drug and Alcohol Testing Services
 Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-04-18 13:30:00	SR 0803 ESR03301700000004730	1

VENDOR
VS0000007234 Norton Medical Industries

Solicitation Number: CRFQ 0803 DOT1700000074

Total Bid : \$207,710.00 **Response Date:** 2017-04-18 **Response Time:** 13:10:59

Comments:

FOR INFORMATION CONTACT THE BUYER

Mark A Atkins
 (304) 558-2307
 mark.a.atkins@wv.gov

Signature on File

FEIN #

DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Pricing shall be completed on Exhibit A Pricing Page.				\$207,710.00

Comm Code	Manufacturer	Specification	Model #
85121810			

Extended Description : DRUG AND ALCOHOL TESTING SERVICES:
Note: Vendor shall use Exhibit_A Pricing Page(s) for bid pricing.
If vendor is submitting a bid online, Vendor should enter \$0.00 in the Oasis commodity line. Vendor shall enter pricing

ORIGINAL

DOT17000000
Drug and Alcohol Testing Services

Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305

Norton Medical Industries

Drug Programs to Comply with Federal Regulations

6265 Sepulveda Boulevard, Suite 13

Van Nuys, California 91411

MRO Dr. Marshall Zablen, M.D.

800.243.7669 | Fax 818.779.1908 | admin@nortonmedical.com

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Transmittal Letter

Department of Transportation, State of West Virginia

Norton Medical Industries has been providing comprehensive drug testing services for more than 25 years. We are a third-party administrator and a full-service, anti-drug and alcohol misuse prevention program management company. Norton has been assisting thousands of governmental entities, educational institutions and private companies to design drug and alcohol programs since 1989.

After carefully examining the specifications and requirements laid out by West Virginia Department of Transportation (WVDOT) we are confident that we are a qualified and capable bidder for their drug and alcohol testing program. Norton Medical Industries takes no exceptions to this bid and will execute it fully.

Norton Medical began providing federal compliance administration for county-level transit authorities in the early 1990s, and most of those governmental clients remain loyal Norton customers today. Our municipal clients include the City of Bakersfield, the City of El Paso, Golden Empire Transit serving the City of Bakersfield, California, SunLine Transit Agency serving Riverside County and Sun Metro Transit serving County of El Paso, Texas, as well as the Los Angeles County Department of Transportation and County of Orange Taxi Administration Program. **State governmental clients include the State of New Mexico's Department of Transportation, State of Kentucky's Department of Veterans Affairs and the State of Wyoming's Department of Corrections.** Our client base stretches from the Malibu School District to the Police Department of Nantucket Island, Massachusetts.

Norton Medical features an in-house, certified Medical Review Officer and MRO team that responds promptly when non-negative results are received to deliver accurate, validated results, both negative and positive, usually the next day. Our MRO and staff, headed by Dr. Marshall Zablen, can provide litigation support in any case where a test is challenged.

Norton Medical provides our clients for the past 20 years a drug testing administration and data management software, named Norton Medical Drug and Alcohol Program Management Software. We constantly improve our proprietary software to optimally fit the needs of companies regulated by the Federal Transit Authority, Federal Motor Carrier Safety Administration, and the Federal Aviation Administration. All client information, random selections and test results are intuitively maintained on a web-accessible secure server. Everything required for a federal audit can be accessed through your secure dashboard, including MIS reports and statistical summary reports. Federal auditors have inspected Norton Medical Industries on many occasions over the years and offered suggestions for improvement as well as praise for our system's convenience, clarity and usability.

We have made a video for our school clientele that explains our unique dashboard with a DOT client nicknamed "Magic School Bus". In the video we give detailed explanations on how the site works. We will attach this on a memory stick for you so it can be easily accessed.

Magic School Bus video link:
<https://www.youtube.com/watch?v=si8Z4H-TZWA>

We have embraced technology to improve efficiency, but Norton has never abandoned its commitment to providing live, trained administrators based in our offices answer our phones and address client concerns promptly. Norton Medical Industries provides drug testing services characterized by personal customer service and reliable compliance at competitive prices.

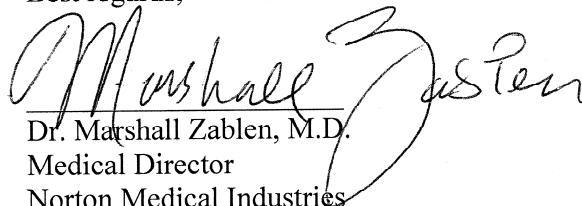
Norton Medical Industries' corporate headquarters is its only location, and all correspondence should be directed to its office at:

Norton Medical Industries
6265 Sepulveda Blvd, Suite 13
Van Nuys, CA 91411
(800) 243-7669
(818) 779-1908 fax
E-mail: admin@nortonmedical.com

For clarifications or additional information regarding this proposal, please contact Norton Medical Proposal Administrator Ashley Foley at the above number or through email.

The person authorized to contractually obligate Norton Medical Industries is Medical Director and MRO Dr. Marshall Zablen. Dr. Zablen can be reached at the above number or by email at drzablen@nortonmedical.com.

Best regards,


Dr. Marshall Zablen, M.D.
Medical Director
Norton Medical Industries
(800) 243-7669

Proposal

Norton Medical's office are staffed Monday through Friday, 9AM to 8PM Eastern time, and any phone call made to us at (800) 243-7669 within those hours will be answered by a live, trained drug testing administrator. We also respond to email inquiries and requests in a timely fashion, usually within minutes of email receipt.

Upon award of contract, we will contact administrators to design customized Chain-of-Custody forms with relevant information pre-printed on them. For non-DOT tests, the WVDOT can add additional checkboxes to order tests for additional substances, if desired. After confirmation by the WVDOT, the customized forms will be shipped to each collection site, the on-site collectors and to District personnel.

We will perform random selections using a computer-based verifiably random process approved by the DOT, either monthly or quarterly, as desired by the WVDOT. Understanding that WVDOT desires on-site collections for tests, this method is most efficient and cost-effective to take care of each group of random selections: An on-site collector can show up early in the morning, just before bus drivers set off on their daily routes, and quickly perform urine collections and Breath Alcohol Tests for those selected.

While the testing time for a screening is around 15 minutes, there are many factors that come into play with the total time, including the employee's initial departure point, and if the employee has an appointment for a test. The employee the ability to produce enough specimen sample (shy bladder) can come into play, leading to a longer overall testing time.

We will arrange next in line tests for WVDOT employees at a collection site.

When any collector, whether mobile or stationary, makes a urine collection, the sample will be overnight shipped via FedEx to the MedTox laboratory in St. Paul, Minnesota. MedTox receives the samples by early the next morning, screens them immediately, and reports results to Norton Medical by the next day in most cases. Breath Alcohol Test results are available immediately, and the BAT technician will fax those to Norton immediately to become part of your DOT records.

The end product Norton Medical provides for its clients an easy to use system for compliance. All the documents needed for a DOT audit, such as M.I.S. reports and Statistical Summary Reports can be produced instantly through Norton's secure, password-protected website.

Norton Medical Industries provides collection site facilities as well as 24 hour on-site collections. All specimen collection is done in accordance with the US DOT, and all collection site personnel are trained and certified in accordance with federal

regulations that comply with 49 CFR Part 40. We have verified the certification of collectors employed by each site and confirmed that each breathalyzer conforms to NHTSA standards.

As we are located in California, we will work with your state's collectors to provide the best service. The collectors who go on-site will not start testing until the agency's site supervisor is present.

Each physical collection site provided is a clinical environment that provides a private setting for donors to remove excess outer garments and provides a secure lock box, in which donors can place their belongings to comply with 49 CFR Part 40. WVDOT has requested mostly on-call testing, therefore their own location's bathrooms will be made 49 CFR Part 40 compliant.

Each collection site will have on site observer of the same sex as the employee to remain in the restroom, but outside the closed door of the restroom stall. The observer will allow the employee no more than 4 hours to provide a sample and will note any unusual behavior, unwillingness or inability to provide a sample. On-site collections will follow the same procedures. When on-site collections are performed, the sites own bathrooms will be secured for testing.

Norton Medical Industries will provide the required chain of custody forms. Each collection site facility and on-site collector will provide collection supplies including collection kits, transportation materials, and transportation of specimen to DHHS certified laboratory, Medtox.

Website

Norton has an online dashboard ("Norton Medical Proprietary Software") that allows employers to see how they can comply with the random testing requirements with ease as the year progresses. The employer can edit worker lists on the secure website, and workers who have left the pool because of termination can be deleted from the active worker pool.

The random selection will be visible on the dashboard at the first of the month and your supervisor personnel can manage the dispatch of workers for the random commitment from the web page. Tests results are usually returned the next day.

Report cards show compliance on a month-by-month basis so companies can view them and make corrections as the year progresses.

The MRO officer's office publishes the website and handles all components required.

Record Keeping and Reporting

Because Norton specializes specifically in federal compliance testing, record keeping and reporting is where we excel. We use a proprietary version of FileMaker that has been developed in-house by Norton across decades of drug testing administration.

Each Norton client is assigned a Client ID number and chooses a password that protects access to Norton's reporting website. Minutes after Norton receives results from the laboratory, a complete DOT-compliant results PDF, signed by Dr. Zablen, becomes available to print or download through Norton's website.

Randomization

To ensure the technique is impossible to predict, a computer system generates random numbers for each name in the pool. The number ranges from 0 to 1 with an infinite number of decimal places. The names are then sorted numerically and those with the lowest numbers are designated for random testing. This method has been approved by the United States Department of Transportation as verifiably random.

Data Management/Administration/Reporting

The individual who will act as Program Manager is Paula Rojas, Norton's Senior Program Administrator and a 15-year veteran of the company. She can be reached directly at paula@nortonmedical.com.

Every piece of information, from the exact time the officer is notified of the need to test, to the time he or she walks into a collection site, to the moment results are returned as well as the temperature of the urine, is preserved as data in Norton Medical's system.

All data collected as part of this program will remain the property of WVDOT, and at the conclusion of the contract we will transfer it to your office. Norton Medical's website makes the data available 24-hours-a-day and produces a wide variety of required reports.

All hardcopy records will be kept for a minimum of 5 years, or longer if requested. Our electronic records are secured indefinitely.

Training

Dr. Zablen will perform live training sessions on how to identify a person under the influence of drugs and alcohol as well as procedural matters related to drug testing, either in-person at your facilities or a remote webinar using a platform such as WebEx. Whether or not a client desires live training, Norton Medical can supply both

supervisor and employee training workbooks, each of which features a quiz at the end that serves as proof of training for auditors.

Litigation Support

If testing results are ever challenged, Norton Medical will provide heavy litigation support. LabCorp will furnish a “litigation package” featuring a wealth of data testifying to the accuracy of the testing process and adherence to regulations. Certifying scientists are available for testimony, if needed, as well as Dr. Zablen. Dr. Zablen and his decades of experience in the industry makes him particularly idea as a witness. In most cases, courts will accept Dr. Zablen’s testimony by phone, but he will appear in person, if necessary

References

- **Golden Empire Transit (Bakersfield City Bus System)**

1830 Golden State Ave, Bakersfield, California – Client since 1994 (23 years)

Contact: Eileen Brush, ebrush@getbus.org, (661) 869-6311

Golden Empire Transit District became a client of Norton Medical's in 1996.

Golden Empire Transit District is a citywide bus system for the city of Bakersfield, California. Norton Medical Industries provides drug and alcohol testing programs for hundreds of Golden Empire Transit employees. The company requires pre-employment, random, reasonable suspicion, and post accident testing. All collection sites are coordinated based on the company's location. All collection sites provided adhere to federal DOT standards. In addition, all necessary educational materials as required by the agency are provided (i.e., covered worker books, supervisor training, and online access for full program review).

- **Los Angeles Department of Transportation Taxi Regulation**

100 S. Main St, 10th Floor, Los Angeles, California – Client since 2001 (16 years)

Contact: Jeannine Brands, jeannine.brands@lacity.org, (213) 972-8403

The City of Los Angeles Department approved Norton Medical Industries' Testing program in 2001 and began enrolling and referring taxi companies who had to meet their regulations. The LADOT has approximately 4,000-permitted taxi drivers currently enrolled in Norton Medical's testing program. Norton Medical Industries developed the random drug testing program for the Los Angeles DOT-Taxi Division and further expanded by meeting stricter testing requirements for the cities of Pasadena, West Hollywood, Beverly Hills, Culver City, and Santa Monica. LADOT requires pre-employment, random, annual, reasonable suspicion, and post accident testing. Norton Medical provides all necessary educational materials as required by the agency (i.e., covered worker books, supervisor training, and online access for full program review.)

- **SunLine Transit Agency (Coachella Valley public transit)**

32-505 Harry Oliver Trail, Thousand Palms, California – Client since 2014 (3 years)

Contact: David Manriquez, dmanriquez@sunline.org, (760) 343-3456 x. 1606

We provide federal compliance testing on the transit agency for the Cochella Valley.

- **Sun Metro** (El Paso, Texas public transit)

300 N. Campbell Street, El Paso, Texas – Client since 2015 (2 year)

Contact: Antimo Carreon, CarreonAD@elpasotexas.gov, (915) 212-1251

We provide federal compliance testing on the transit agency for the city of El Paso.

- **Wyoming Department of Corrections** (500 officers)

1934 Wyott Dr, Suite 100, Cheyenne, Wyoming – Client since 2001 (16 years)

Contact Name: Derek Teneyck, Derek.teneyck@wyo.gov, (307) 777-5485

Since 2001, Norton Medical Industries has been providing drug testing services for all correctional officers in the State of Wyoming. In order to guarantee favorable random selection for work sites with fewer numbers of employees, Norton Medical established a statewide consortium.

Client Performance Appraisals

PAST PERFORMANCE EVALUATION FORM

(Check appropriate box)

Offeror: Norton Medical Industries

Performance Elements	Excellent	Good	Acceptable	Poor	Unacceptable
Quality of Services/ Work	X				
Timeliness of Performance	X				
Cost Control	X				
Business Relations	X				
Customer Satisfaction	X				

- Name & Title of Evaluator: [REDACTED]
- Signature of Evaluator: [REDACTED]
- Name of Organization: Los Angeles Dept. of Transportation
- Telephone Number of Evaluator: 213-972-8403
- State type of service received: drug testing program
- State Contract Number, Amount and period of Performance multiple accounts Since 2001 - present!
- Remarks on Excellent Performance: Provide data supporting this observation. Continue on separate sheet if needed)
great service, great price, always on time!
- Remarks on unacceptable performance: Provide data supporting this observation. (Continue on separate sheet if needed)

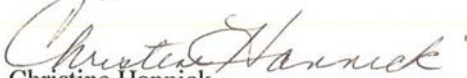
PEPPERDINE UNIVERSITY

June 30, 2016

To whom it may concern:

Norton Medical Industries serves as our third party administrator for Pepperdine University's drug and alcohol testing program. The University has worked with Norton Medical since 1997, and we have been very pleased with their performance and customer service. The staff are highly knowledgeable and are eager to assist when we have needed their services.

Sincerely,



Christine Hannick
Benefits Specialist
Pepperdine University
Malibu, CA 90263
310.506.7358

Key Personnel

Marshall A. Zablen, M.D.

Medical Director – Medical Review Officer

- Van Nuys High School, Van Nuys, CA 1962
- University of California, Los Angeles, B.A., Zoology, LA, CA 1962-66
- University of Cincinnati College of Medicine, M.D., Cincinnati, OH 1966-70
- Los Angeles County USC Medical Center, Internship, LA, CA 1970-72
- Established HEW sponsored Migrant Health Center, General Practice, Lamont, CA, 1971-72
- Sepulveda VA Hospital, Internal Medicine Residency, Sepulveda, CA, 1972-74
- Certification, American Board of Internal Medicine 1974
- UCLA Center for the Health Sciences, Pathology Residency, Los Angeles, CA, 1974-75
- Harbor General Hospital, Pathology Residency, Torrance, CA, 1975-78
- Harbor General Hospital, Chief Resident, Pathology, Torrance, CA, 1978
- Internal Medicine Practice, Panorama City, CA, 1978-83
- Internal Medicine Practice, Sherman Oaks, CA, 1983-90
- Norton Medical Industries, Medical Director, Van Nuys, CA, 1989 to present

ASSOCIATIONS:

Certified, American Board of Internal Medicine
Certified, American Association of Medical Review Officers
Certified, SAMHSA, DATIA

PUBLICATIONS:

- Zablen M., Nieberg R.** *Aspergillosis of the Human Female Genital Tract Demonstrated by Endometrial Jet Washings and Pap Smear.* Acta Cytol 21:367-8, 1977
- Sarti D, Zablen, M.A.** “The Ultrasonic Findings In Intussuception of the Blind Loop In A Jejunal-Ileal Bypass For Obesity”. *Journal Clinical Ultrasound* 7 (1):50-2, Feb. 1979
- Binder M.K., Zablen, M.A., Fleisher E., Sue D.Y., Dwyer R.M., Hanelin L.** “Colon Polyps, Sebaceous Cysts, Gastric Polyps and Malignant Brain Tumor in a Family”. *American Journal Digestive Disorder* 23:460-6, May 1978
- Zablen M., Brand N.** “Cleft Lip and Palate with the Anticonvulsant Ethotoin”. (Letter) *New England Journal of Medicine* 297:1404, 1977
- Piken E., Dwyer R., Zablen, M.A.** *Gastric Candidiasis. A Report of Two Cases.* JAMA 240 (20):2L8L-2, 10 November 1978.
- Zablen M., Brand N.** *Abstract Cleft Lip and Palate with the Anticonvulsant Ethotoin.* May, I.R.L. (c) 1978.

Publications:

- *Covered Worker Education Book for the United States Department of Transportation Anti-Drug and Alcohol Misuse Prevention Program, Discouraging Drug and Alcohol use in the Workplace, Copyright 2016*
- *Supervisor Workbook for the United States Department of Transportation Anti-Drug and Alcohol Misuse Prevention Program, Discouraging Drug and Alcohol use in the Workplace, Copyright 2016*
- *Anti-Drug and Alcohol Misuse Prevention Program: Policy Book to meet requirements of the Federal Aviation Administration.*

Senior Program Administrator

Paula Rojas is the Senior Program Manager at Norton Medical Industries (NMI). Ms. Rojas manages NMI's third-party administration and anti-drug and alcohol misuse prevention program. She specializes in program administration for Federal and Public Utilities Commission (PUC) mandated entities such as municipal transit authorities, school bus transportation, charter shuttle services, Taxi Companies, and Pipeline construction companies regulated by PHMSA - Pipeline and Hazardous Materials Safety Administration. She assists with staff and client management, coordinates training and maintains that our company follows all regulations mandated by the DOT, FAA and PUC. She received her degree in business management from California State University, Northridge. Ms. Rojas has been with Norton since December 1998.

MRO Assistants

Lital Chelzinger is one of Norton Medical Industries' Medical Review Officer's assistants, and is also in charge of maintenance of a large portion of NMI's Taxi division, managing client testing and result information, test coordination, and report distribution. She is currently trained in the Federal Drug & Alcohol Abatement Program and 49 CFR Part 40 of the Federal Register, as well as a certified Breath Alcohol Technician. She has been with the company since March 2008.

Collection Sites

We have established testing with mobile collection sites to ensure West Virginia's Department of Transportation's workers are compliant with their testing. There is no wait time at LabCorp locations if an appointment is made. We will arrange for next in line testing for WVDOT employees

1330 Smith St, Charleston, WV 25301

Name	Address	City	State	Zip	Hours and Telephone Number
Labcorp	428 DIVISION ST SUITE 1A	SOUTH CHARLESTON	WEST VIRGINIA	25309	MON-FRI 7:00AM-4:30PM SAT 8AM-12PM SAT DRUG SCRS 8-11:30AM Phone: 304-744- 2792

801 Madison Avenue, Huntington WV 25712

Name	Address	City	State	Zip	Hours
LabCorp	3135 16TH STREET RD STE 10	HUNTINGTON	WEST VIRGINIA	25701	MON-FRI 8:00AM-4:00PM NO DRUG SCRS AFTER 3:30PM Phone: 304-523- 9853

624 Depot Street Parkersburg WV 26101

Name	Address	City	State	Zip	Hours
LabCorp	1212 GARFIELD AVE STE 101	PARKERSBURG	WEST VIRGINIA	26101	M-F 7:30-4:00 DRUG SCREENS 7:30A-3:30PM Phone: 304-422- 2802

2460 Murphy's Run Rd, Bridgeport, WV 26300

Name	Address	City	State	Zip	Hours
LabCorp	215 W MAIN ST	BRIDGEPORT, WV	WEST VIRGINIA	26330	Hours: MON-FRI 7:30AM-4:00PM LUNCH 12:00-1:00PM NO DRUG SCRS AFTER 3:30PM Phone: 304-842-7391

2120 Northwestern Tpk, Burlington, WV 26710

Name	Address	City	State	Zip	Hours
LabCorp 320	S MECHANIC ST	CUMBERLAND	MARYLAND	21502	Hours: MTUTHF 6:00AM-3:00PM W 8:00AM-4:00PM LUNCH 12:30-1:00PM SA 6:00AM-2:00PM Phone: 301-724-4294

255 Depot Street, Weston, WV

Name	Address	City	State	Zip	Hours
LabCorp	215 W MAIN ST	BRIDGEPORT WV	WEST VIRGINIA	26330	Hours: MON-FRI 7:30AM-4:00PM LUNCH 12:00-1:00PM NO DRUG SCRS AFTER 3:30PM Phone: 304-842-7391

1101 N. Randolph Ave, Elkins, WV 26241

Name	Address	City	State	Zip	Hours
LabCorp	215 W MAIN ST	BRIDGEPORT,	WEST VIRGINIA	26330	Hours: MON-FRI 7:30AM-4:00PM LUNCH 12:00-1:00PM NO DRUG SCRS AFTER 3:30PM Phone: 304-842-7391

146 Stonehouse Rd. Lewisburg WV 24901

Name	Address	City	State	Zip	Hours
LabCorp 1464	N JEFFERSON ST	LEWISBURG	WEST VIRGINIA	24901	Hours: MTUWTH 7:30AM-7:00PM F 7:30AM-5:00PM SA 8:30AM-1:00PM Phone: 304-647-1225
LabCorp 3738	DAVIS STUART RD STE 101	LEWISBURG	WEST VIRGINIA	24901	Hours: MON-FRI 7:30AM-4:30PM DRUG SCREENS 7:30AM-4:00PM Phone: 304-645-2220

270 Hardwood Lane, Princeton, WV 24740

Name	Address	City	State	Zip	Hours
LabCorp	304 NEW HOPE ROAD	PRINCETON	WEST VIRGINIA	24740	Hours: MON-FRI 7:30AM-5:00PM DRUG SCREENS 7:30AM-4:30PM Phone: 304-425-2118

Romney, WV Location

Name	Address	City	State	Zip	Hours
LabCorp	320 S MECHANIC ST	CUMBERLAND	MARYLAND	21502	Hours: MTUT HF 6:00AM- 3:00PM W 8:00AM- 4:00PM SA 6:00AM- 2:00PM Phone: 301- 724-4294

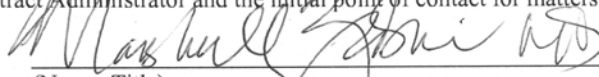
Bridgeport, WV Location

Name	Address	City	State	Zip	Hours
LabCorp	215 W MAIN ST	BRIDGEPORT	West Virginia	26330	Hours: MON-FRI 7:30AM-4:00PM LUNCH 12:00- 1:00PM NO DRUG SCRS AFTER 3:30PM Phone: 304-842- 7391

Mobile Drug Sites

Name	Physical Location	City	State	Zip	Phone Number
Physical Exams, INC.	313 MacCorkle Ave SW Suite 201	So. Charleston	West Virginia	25303	(304) 346-8213
S & B MINE TRAINING & DRUG TESTING INC.	76 Pebble Lane	Julian	West Virginia	25529	(304) 369-6433
West Virginia Mobile Drug Testing	1370 Johnson Ave	Bridgeport	West Virginia	26300	(304) 933-3651

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.



(Name, Title)
Marshall Zablen MD, Medical Director

(Printed Name and Title)
6265 Sepulveda Blvd Ste 13 Van Nuys, CA 91411

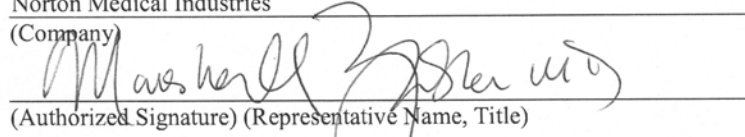
(Address)
(800) 243-7669 / (818) 779-1908

(Phone Number) / (Fax Number)
admin@nortonmedical.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Norton Medical Industries
(Company)



(Authorized Signature) (Representative Name, Title)

Marshall Zablen MD, Medical Director
(Printed Name and Title of Authorized Representative)

04/04/2017
(Date)

(800) 243-7669 / (818) 779-1908
(Phone Number) (Fax Number)



Pricing Pages

All per costs are to be based upon an all-inclusive collection as seen throughout the entire process of analysis, culminating with the certification of results and proper reporting of such results of the Human Resources Division or the appropriate Agency Program Manager. Alcohol and drug screening requires separate pricing. Regular hours testing (Monday - Friday, 7:00 am - 5:00 pm) and after hours testing (Saturday, Sunday, and weekdays 5:01 pm - 6:59 am) requires separate pricing.

The West Virginia Department of Transportation requests your bid on the following estimated quantities:

	Usage Sample Totals	Unit of Measure	Cost Of Each Test/Item	Total For Each Line
1. Drug Screening	<u>2000</u>	per test	<u>\$ 65.00</u>	<u>\$ 130,000.00</u>
After Hours	<u>30</u>	per test	<u>\$ 65.00</u>	<u>\$ 1,950.00</u>
2. Alcohol Testing	<u>700</u>	per test	<u>\$ 49.00</u>	<u>\$ 34,300.00</u>
After Hours	<u>20</u>	per test	<u>\$ 49.00</u>	<u>\$ 980.00</u>
3. Professional Services				
Collector Testimony	<u>10</u>	per day	<u>50/hr</u>	<u>50/hr</u>
Deposition	<u>10</u>	per day	<u>100/hr</u>	<u>100/hr</u>
Expert Witness Testimony	<u>10</u>	per day	<u>100/hr</u>	<u>100/hr</u>
Laboratory Litigation Packages	<u>2</u>	each	<u>\$ 300.00</u>	<u>\$ 300.00</u>
4. Clinics (total cost, i.e. charge for clinic visit + cost of test)	<u>600</u>	per test	<u>\$ 65.00</u>	<u>\$ 39,000.00</u>
5. Blind Specimens	<u>Not Required</u>	per specimen	<u>\$ -</u>	<u></u>
6. No-Show Charges	<u>70</u>	per occurrence	<u>\$ -</u>	<u>\$ -</u>
7. Reasonable Susp/Post-Accident-No notice given (total for both breath test and urine collection)				

Business Hours (work days)	<u>5</u>	both tests	<u>\$ 118.00</u>	<u>\$ 590.00</u>
After hours and weekends	<u>5</u>	both tests	<u>\$ 118.00</u>	<u>\$ 590.00</u>
		Total		<u>\$ 207,710.00</u>

Include the name of the software or internet-based result reporting: Norton Medical Drug and Alcohol Program Management Software

The vendor shall be required to perform all of the services named above. Failure to provide the services and bid

OASIS COMMODITY

\$0.00

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ 0803 DOT1700000074

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral 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.

Norton Medical Industries

Company



Authorized Signature

04/17/2017

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 23 – Laboratory

Proc Folder: 311235

Doc Description: Drug and Alcohol Testing Services

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-03-24	2017-04-18 13:30:00	CRFQ 0803 DOT1700000074	1

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

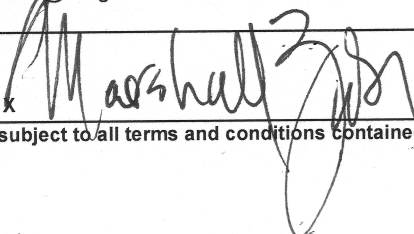
VENDOR

Vendor Name, Address and Telephone Number:

Norton Medical Industries
 6265 Sepulveda Blvd Ste 13
 Van Nuys, CA 91411
 (800) 243-7669

FOR INFORMATION CONTACT THE BUYER

Mark A Atkins
 (304) 558-2307
 mark.a.atkins@wv.gov

Signature X 

FEIN # 95-4519811

DATE 04/17/2017

All offers subject to all terms and conditions contained in this solicitation

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

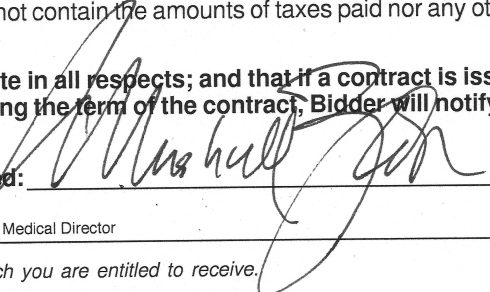
1. **Application is made for 2.5% vendor preference for the reason checked:**
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification;
 Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **or**,
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,
2. **Application is made for 2.5% vendor preference for the reason checked:**
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,
3. **Application is made for 2.5% vendor preference for the reason checked:**
 Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; **or**,
4. **Application is made for 5% vendor preference for the reason checked:**
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,
5. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,
6. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.**
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Marshall Zablen MD

Signed: 

Date: 04/14/2017

Title: Medical Director

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.