

****Exceeds Contract Value Authority****

Definitions

Single Source: A direct purchase of professional or client services from one particular contractor even though other competitive sources may be available. Having a contractor provide additional services based on the experience and knowledge they have gained, along with their unique talents, allows the county to advance important county initiatives while saving the county time and money.

Sole Source: A situation created due to the inability to obtain competition. May result because only one contractor possesses the unique ability or capability to meet the particular requirements of the solicitation.

Department Section

Department: MEDEX
Requisition ID: 0000010636
Requestor: TIFFANY KROB
Date: November 20, 2023
Procurement Description: Laboratory Services
Contractor Name: National Medical Services
Contract Term (including renewals): 4 years
Anticipated Contract Value (including renewals): 800,000.00

1.

Is this a single or sole source request?

Single Source

2.

Select the good or service category:

Professional Services

3.

Will the purchase be made using grant, state and/or federal funding? No

4.

Describe in detail how this procurement meets either the single source or sole source definition:

National Medical Services (NMS) is a nationally recognized and certified laboratory with unique qualifications. NMS Labs is the leading provider of postmortem toxicology testing services. They are the only lab listed on the American Board of Forensic Toxicology's (ABFT) website as being accredited by both the ABFT and the ANSI National Accreditation Board (ANAB) – see https://www.abft.org/index.php?option=com_content&view=article&id=55&Itemid=64. They are on the cutting edge of testing and are positioned better than competing labs to test for an ever-changing variety of designer drugs. The scope of their abilities to test a wide variety of both prescription and illegal drugs is always expanding. They offer over 2,500 tests that are exclusive to NMS labs, available at no other commercial labs (https://www.nmslabs.com/tests?name=a&name_op=starts). The equipment is state of the art. The staff at NMS is forensically trained in both testing and testifying.

Their team of experts has worked thousands of civil and criminal cases at the local, state, and federal levels (<https://www.nmslabs.com/expert-services>). NMS provides turn-around time that is exceptional and allows us to complete death certificates for families in a timely manner. The turn-around time also allows for expedient results for law enforcement in the case of criminal matters. NMS is used by the 3 metro medical examiner's offices.

5.

What other contractors and/or goods or services did you consider before you arrived at your conclusion? List all findings.

We have used Regions Hospital toxicology lab in the past. They no longer hold a forensic certification or employ a board-certified forensic toxicologist. Medtox Laboratories will no longer test postmortem blood. HCMC only tests 64 drugs.

6.

List previous solicitations and/or contracts for these goods or services:

National Medical Services, Regions Hospital, Medtox Laboratories, Hennepin County Medical Center

7.

Explain how the contractor's cost is fair and reasonable.

NMS offers a discounted rate to the RC Medical Examiner due to the amount of tests that we run. Many of the tests are being offered at a considerable reduction. NMS is offering prices that are specifically catered to the needs of the RC Medical Examiner office.

8.

Are there any conflict of interest that you are aware of related to this proposed acquisition? No

9.

Single Source - Obtain any documentation stating the work to be performed, proposal, quote/invoice. Documentation may be attached and forwarded to the Procurement Specialist.

10.

Yes, I certify that, to the best of my knowledge, there is no conflict of interest or collusion with the recommended contractor. The above information is true and accurate and that no other material fact or consideration offered or given has influenced this recommendation for a single or sole source purchase.

Name: TIFFANY KROB

Date: November 20, 2023

Procurement Specialist Section

1. Is there a State Master contract available to CPV members for this purchase? ☐ Yes ☒ No

2. If yes, did the Department consider using the State Master contract? ☐ Yes ☐ No ☒ N/A

3. Is this a single source or sole source purchase?

☐ No Provide information about other available sources for the requested good or service (e.g., Master Agreement, names of contractors) and a solicitation recommendation.

☒ Yes State justification for single source or sole source classification:

This request meets the definition of a single source because having a National Medical Services provide additional services based on the experience and knowledge they have gained, along with their unique talents, allows the county to advance important county initiatives while saving the county time and money.

National Medical Services is the only accredited lab that offers over 2,500 tests that are exclusive to NMS labs and are not available at any other commercial labs. While we have used Regions Hospital toxicology lab in the past, they no longer hold a forensic certification or employ a board-certified forensic toxicologist. Medtox Laboratories will no longer test postmortem blood, and Hennepin County Medical Center only tests 64 drugs. National Medical Services is thus the only lab that possesses the expertise and ability to meet the department's needs.

The solicitation was performed in accordance with the County's documents procurement policies and procedures. There is no conflict of interest. I concur with the Single Source request.

☒ Yes I certify that, to the best of my knowledge, there is no conflict of interest or collusion with the recommended contractor. The above information is true and accurate and that no other material fact or consideration offered or given has influenced this recommendation for a single or sole source purchase.

Name: Steven Kensinger
Title: Senior Procurement Specialist
Date: November 30, 2023