

RFI² Virtual Conference

COVID-19 Specimen Collection & Transport Request for Innovative Ideas

Sept 17 & 18, 2020

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Rules of Engagement

- Webex
- Conference will not be recorded or transcribed
- Oral answers shall not be binding on the State
- Be candid and open

Agenda

- Welcome
- Introduction to COVID-19 Test Specimen Collection & Transport RFI²
- Solicitation
 - Solicitation Portal
 - Multi-Phase Solicitation Process
 - Solicitation Key Action Dates
- Questions and Answers

Introduction

- **Welcome**

- Krista Canellakis, Deputy Secretary, California GovOps
- Marko Mijic, Deputy Secretary, California HHS

- **Presenters**

- Lillian Jue, California Department of General Services
- Tim Bow, California Department of Public Health
- CJ Howard, California COVID-19 Testing Task Force
- Marlon Paulo, California Department of Technology

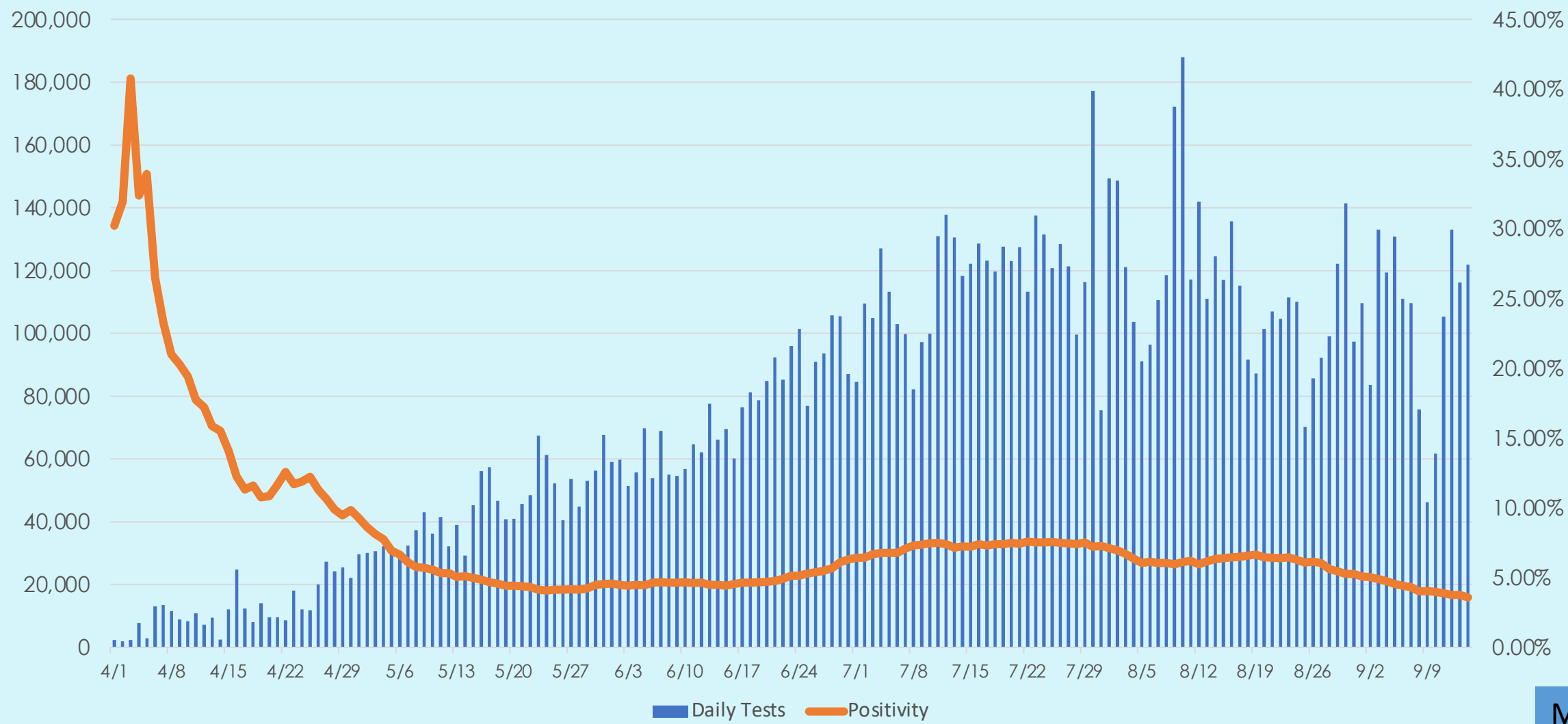
Competitive Procurement Process

1. Emergency Proclamation of March 2020
2. Competitive Solicitation governed by PCC§6611
3. Multi-Phase Procurement
4. Phase 1 – Idea, Solution, & Approach
5. Phase 2a– Interview & Vendor Presentation
6. Phase 2b – SOW & Final Proposal Evaluation
7. Requirements (functional, administrative, T&C)

Background

- **The State of California has been able to increase molecular diagnostic testing capacity.** Despite efforts to expand the existing public and private laboratory footprints, the **overall capacity does not match the demand.**
- As flu season approaches, the need to build additional **capacity that is timely, equitable, and cost-effective is critical.** Symptoms for the flu are similar to COVID-19, and as a result, healthcare providers will test for both, only further increasing the demand for testing.
- To that end, the State has entered into a contract with a major, publicly traded diagnostics company, to add up to 150,000 **new laboratory COVID-19 molecular diagnostic tests per day with a contractual turnaround time of 24-48 hours.**

Context



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COVID-19 Test Specimen Collection & Transport

Problem Statement

- **Testing is and will continue to be essential to California's COVID-19 response.**
 - Requires us to have adequate testing that is timely, equitable, and cost-effective.
 - Specimen collection is an important first step in determining COVID-19 diagnosis.
 - State continues to build specimen processing capacity among public/private laboratories
 - **Limiting factor is the collection of specimens and the transport of those specimens to the laboratory**, which are both labor intensive and costly.
- **Building specimen collection capabilities in hard-to-reach areas of California, at essential workplaces, and in communities of color is critical.**
 - These communities are disproportionately impacted by the virus
 - There is a greater need to ensure equitable access to testing among these communities.
- **The State is seeking innovative ideas that will introduce new specimen collection solutions or services**
 - Better user experience that is seamless, timely, cost-effective, and convenient.
 - Service or process that meets the client or patient where they are so that testing becomes more accessible and equitable.
- **Goal: working-solution deployed by early November of 2020.**

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Key Statistics

Race/Ethnicity	No. Cases	Percent Cases	No. Deaths	Percent Deaths	Percent CA population
Latino	315,026	60.8%	6,824	48.6%	38.9%
White	87,683	16.9%	4,164	29.7%	36.6%
Asian	28,499	5.5%	1,654	11.8%	15.4%
African American	22,166	4.3%	1,091	7.8%	6.0%
Multi-Race	5,212	1.0%	98	0.7%	2.2%
American Indian or Alaska Native	1,297	0.3%	42	0.3%	0.5%
Native Hawaiian and other Pacific Islander	2,855	0.6%	57	0.4%	0.3%
Other	55,521	10.7%	110	0.8%	0.0%

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Objectives (1 of 2)

- Demonstrate cultural and linguistic competence to help eliminate racial and ethnic disparities in COVID-19 testing.
- Collect specimen from individuals; transport it to the laboratory(ies) designated by the State.
- Deliver specimen to laboratory (ies) within 24 hours of specimen collection.
- Increase distribution of testing on tribal lands, and in urban, suburban and rural areas
- Improve access to specimen collection among communities disproportionately impacted and those at greater risk for COVID-19, especially communities of color.

Objectives (2 of 2)

- Comply with State and federal guidance on specimen handling, and align with State laboratory specimen collection requirements.
- Improve the ease and convenience of being tested by leveraging mobile and/or fixed capabilities.
- Demonstrate a fair and reasonable price point.
- Comply with State and federal privacy, information and security requirements.
- Ability to report patient-level data on specimen collection activities, specifically related to race, ethnicity, sexual orientation, and occupation

Requirements (1 of 3)

- The ability for the solution or service to be **available 7 days per week** and for varying hours to ensure equitable access.
- The ability to reach individuals in **various locations** including workplaces, congregate living settings, schools, and under-resourced community settings.
- The ability to **pick-up, transport and deliver** specimens to one or more State identified laboratories.
- The ability to provide services that are **culturally and linguistically appropriate** in order to serve California's diverse population.
- The ability to provide **reasonable accommodation** to individuals with disabilities or limited mobility, including those who have access and functional needs.
- The ability collect specimen **from patients of all ages**.

Requirements (2 of 3)

- The ability for an individual to register using an **on-line, mobile device, and/ or telephone** platform, and potentially in-person.
- The ability to provide or partner with entities to **deliver mobile and/or fixed capabilities** that are both walk-in and drive-through. Ability to provide Wi-Fi, electricity, HVAC, canopy, refrigeration, storage, signage, distancing tape, traffic cones, portable toilets for participants, waste pick-up, biohazard waste removal.
- The ability for the solution to be **accessible in multiple languages**, including English, Spanish, Chinese, Vietnamese, Tagalog, Korean, Armenian, Persian, Russian, Japanese, Arabic, Punjabi, Mon-Khmer, Cambodian, Hmong, Hindi, and Thai.
- The ability for the solution to **track appointments** through features such as calendar sync, call reminders, email reminders, online booking, rescheduling, and SMS reminders.

Requirements (3 of 3)

- **Participant can cancel** the appointment at any time, allowing the appointment slot to reopen for other participants.
- The ability to **interface or connect with laboratory (ies) identified by the state** and communicate test result data from designated State laboratory partner to individual (positive and negative) through preferred method (e.g., phone, email, text).
- **Provide instructions** via phone or in person for individuals who test positive for how to appropriately isolate and what additional infectious disease and public health precautions they can take to keep family and friends safe.
- The ability to **collect samples in the absence of Internet connectivity** (e.g., paper back up records, off-line access, etc.)

Requirements (highly desirable, non-mandatory)

- The ability to procure Personal Protective Equipment (**PPE**) for **staff and patients** consistent with Centers for Disease Control and Prevention (CDC) and or California state guidance.
- The ability to **procure and distribute all testing kits** and materials including: swabs (including pediatric), transport media, specimen collection bags, and all materials necessary to store and transport samples according to all laws and regulations appropriate to the means of transport.
- The ability to **collect third-party health insurance information** and the ability to bill directly payers to recoup funds related to specimen collection on behalf of the State.
- Demonstrate the **ability to collaborate or partner** with other organizations or entities to deliver on the concept.

Evaluation Criteria

Concept

- The concept specifically addresses elements of the problem statement.
- The concept clearly demonstrates a value proposition and aids in California's response to COVID-19.

Solution or Service

- The solution or service demonstrates ability to collect specimens from hard to reach populations and those who are either disproportionately impacted by the virus or at greater risk for the virus.
- The solution or service demonstrates the ease and convenience for individuals to get tested.

Approach

- The approach is implementable by early November 2020.
- The approach is scalable and accessible in rural and urban parts of the State.
- The approach in totality demonstrates a fair and reasonable cost.

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Procurement Phase 1

- **RFI2 released** (Sept 14)
- **Questions** to RFI2SpecimenCollection@dgs.ca.gov (Sept 14-19)
- **Respondents Submit Responses Online** (Sept 21, 9am)
 - Respondent Contact Information
 - Responses to Business Concept, Solution, & Approach Questions
 - <http://bit.ly/RFI2specimen>
- **Evaluation:** State will evaluate responses in solving the State's Problem Statement
- **Notification:** State will notify up to five (5) Respondents to advance to Phase 2a Interview & Presentation (Sept 24)

Procurement Phase 2a

- **Interview/Demo:** (Sept 28)
 - Vendor will present their business concept based on multiple scenarios (Sept 28)
 - Scenarios are based on actual users and business functions
 - Expectations: Respondents to develop their presentation
- **Evaluation:** Based on meeting the objectives and requirements
- **Notification** (Sept 28): State reserves the right to invite up to the top three (3) highest scoring interviewed vendors to advance to Phase 2b (SOW & Final Proposal)

Procurement Phase 2b

- **Finalists Develop Scope of Work** and Contract Costs; and Review State's Terms and Conditions (Sept 29- Oct 2)
- **Finalists Submit Scope of Work** and Contract Costs to State (October 2)
- **Negotiations** on Scope of Work and Contract Costs (Oct 5-Oct 8)
- **Contract Awarded** and Scope of Work Executed (Oct 9)

Key Dates

Action	Date & Time
RFI ² Release	September 14, 2020
Virtual Conference 1	September 17, 2020
Virtual Conference 2	September 18, 2020
Submission Deadline	September 21, 2020
Evaluation	Sept 21-24, 2020
Respondent Notification to move to Phase 2a	September 24, 2020
Interview/Presentation/Demo	September 28, 2020
Evaluation	September 28, 2020
Notification to move to Phase 2b	September 28, 2020
SOW Development	Sept 29- Oct 2, 2020
Negotiations	Oct 5-8, 2020
Contract Award	October 9, 2020

Partnering Opportunities

Respondents looking to collaborate with other organizations may email contact information to RFI2SpecimenCollection@dgs.ca.gov. Please provide the following:

- Company Name
- Contact Name
- Contact Email
- Contact Phone Number
- Brief Description of the Service/Solution/Company

A link to contact information will be posted on RFI² Application Landing Page:

<http://bit.ly/RFI2specimen>

Respondents may **use this information to contact each other** to initiate collaboration on a response to the RFI².

RFI² Virtual Conference

Questions & Answers

For additional questions:

RFI2SpecimenCollection@dgs.ca.gov

All questions must be submitted by September 19.

**Answers will be updated regularly on the Application Landing Page:
<http://bit.ly/RFI2specimen>**

ALL