



FOR: CLIA WAVED BLOOD LEAD ANALYZER

Term Contract #: T2991
Requesting Agency: PROCUREMENT BUREAU
Requisition #: 1042051

ESTIMATED AMOUNT: \$ 0.00
CONTRACT EFFECTIVE DATE: July 01, 2014
CONTRACT EXPIRATION DATE: June 30, 2017
COOPERATIVE PURCHASING: NO
SET ASIDE: NONE

TO ASK QUESTIONS CONCERNING THE CONTENTS OF THIS RFP. Please go to the Advertised Solicitation Current Bid Opportunities Web Page and click on the Quicklink button labeled Q&A. http://www.state.nj.us/treasury/purchase/bid/summary/15x23521.shtml

PURSUANT TO N.J. STATUTES, REGULATIONS AND EXECUTIVE ORDERS, PROPOSALS WHICH FAIL TO CONFORM WITH THE FOLLOWING REQUIREMENTS WILL BE SUBJECT TO REJECTION:

- 1) PROPOSALS MUST BE RECEIVED AT OR BEFORE THE PUBLIC OPENING TIME OF 2:00 PM EASTERN TIME ON June 11, 2014 AT THE FOLLOWING ADDRESS...
2) THE BIDDER MUST SIGN THE PROPOSAL.
3) THE PROPOSAL MUST INCLUDE ALL PRICE INFORMATION...
4) ALL PROPOSAL PRICES MUST BE TYPED OR WRITTEN IN INK.
5) ALL CORRECTIONS, WHITE-OUTS, ERASURES, RESTRIKING OF TYPE, OR OTHER FORMS OF ALTERATION...
6) THE BIDDER MUST COMPLETE AND SUBMIT ALL FORMS, CERTIFICATIONS, REGISTRATIONS AND OTHER DOCUMENTS...
7) THE BIDDER MUST ATTEND THE MANDATORY PRE-PROPOSAL CONFERENCE(S) AND SITE VISIT(S)...
8) FOR SET ASIDE CONTRACTS ONLY, A BIDDER MUST BE REGISTERED WITH THE N.J. DIVISION OF REVENUE...

ADDITIONAL REQUIREMENTS

- 9) BY SIGNING AND SUBMITTING THIS PROPOSAL, THE BIDDER CERTIFIES AND CONFIRMS THAT NEITHER THE BIDDER, ITS REPRESENTATIVES, AGENTS OR LOBBYISTS HAVE INITIATED ANY INAPPROPRIATE CONTACT WITH ANY EXECUTIVE BRANCH EMPLOYEE DURING THE PROCUREMENT TO ATTEMPT TO AFFECT THE BIDDING PROCESS AND SHALL NOT DO SO AFTER SUBMISSION OF THE PROPOSAL
10) PERFORMANCE SECURITY: \$ N/A or N/A %
11) PAYMENT RETENTION N/A %
12) BY SIGNING AND SUBMITTING THIS PROPOSAL, THE BIDDER CONSENTS TO RECEIPT OF ANY AND ALL DOCUMENTS RELATED TO THIS RFP AND THE RESULTING CONTRACT BY ELECTRONIC MEDIUM OR FACSIMILE.

TO BE COMPLETED BY BIDDER

13) FIRM NAME: Magellan Diagnostics Inc CITY: N. Billerica
ADDRESS 1: 101 Billerica Ave STATE: MA
ADDRESS 2: Bldg 4 ZIP: 01862
14) THE BIDDER MUST SUBMIT WITH THE PROPOSAL BID SECURITY IN THE AMOUNT OF \$ N/A OR N/A %

CHECK THE TYPE OF BID SECURITY SUPPLIED:

- ANNUAL BID BOND ON FILE
CERTIFIED OR CASHIERS CHECK ATTACHED
BID BOND ATTACHED
LETTER OF CREDIT ATTACHED
NONE

15) DELIVERY CAN BE MADE 7 DAYS OR WEEKS AFTER RECEIPT OF ORDER
16) REQUESTED DELIVERY: 10 DAYS AFTER RECEIPT OF ORDER
17) CASH DISCOUNT TERMS (SEE RFP) - % - DAYS: NET 30 DAYS
18) BIDDER PHONE NO: 978.250.7130 EXT.
19) BIDDER FAX NO: EXT.
20) BIDDER EMAIL ADDRESS: leblanc@magellandx.com
21) FEDERAL EMPLOYER IDENTIFICATION NUMBER: BRC# 1581392

SIGNATURE OF THE BIDDER ATTESTS THAT THE BIDDER HAS READ, UNDERSTANDS, AND AGREES TO ALL TERMS, CONDITIONS, AND SPECIFICATIONS SET FORTH IN THE REQUEST FOR PROPOSAL, INCLUDING ALL ADDENDA, FURTHERMORE, SIGNATURE BY THE BIDDER SIGNIFIES THAT THE REQUEST FOR PROPOSAL AND THE RESPONSIVE PROPOSAL CONSTITUTES A CONTRACT IMMEDIATELY UPON NOTICE OF ACCEPTANCE OF THE PROPOSAL BY THE STATE OF NEW JERSEY FOR ANY OR ALL OF THE ITEMS B/D, AND FOR THE LENGTH OF TIME INDICATED IN THE REQUEST FOR PROPOSAL. FAILURE TO ACCEPT THE CONTRACT WITHIN THE TIME PERIOD INDICATED IN THE REQUEST FOR PROPOSAL, OR FAILURE TO HOLD PRICES OR TO MEET ANY OTHER TERMS AND CONDITIONS AS DEFINED IN EITHER THE REQUEST FOR PROPOSAL OR THE PROPOSAL DURING THE TERM OF THE CONTRACT, SHALL CONSTITUTE A BREACH AND MAY RESULT IN SUSPENSION OR DEBARMENT FROM FURTHER STATE BIDDING. A DEFAULTING CONTRACTOR MAY ALSO BE LIABLE, AT THE OPTION OF THE STATE, FOR THE DIFFERENCE BETWEEN THE CONTRACT PRICE AND THE PRICE BID BY AN ALTERNATE VENDOR OF THE GOODS OR SERVICES IN ADDITION TO OTHER REMEDIES AVAILABLE.

22) ORIGINAL SIGNATURE OF BIDDER

23) DATE

[Signature]

6/10/2014

24) PRINT/TYPE NAME

25) TITLE

Janine S. LeBlanc

Director of Finance



Thank you for the opportunity to continue our collaboration with the New Jersey Department of Health on its blood lead testing initiatives.

For many years Magellan Diagnostics and the Department of Health have forged a strong collaboration to improve the state's ability to quickly and easily identify those at risk of lead exposure through point-of-care lead testing with LeadCare systems. Our recent pilot project, the Lead Screening Pilot Project, initiated in 2011 and concluded in December 2013, allowed the state to test children and pregnant women for blood lead at nine local departments of health, immediately identifying, initiating care for and tracking those who present with elevated blood lead levels.

As the only manufacturer of a CLIA-waived, point-of-care lead testing system, we are uniquely positioned to assist the State of New Jersey in this new program. Our bid includes the following services that are designed to help the state quickly initiate a successful, cost effective program:


Refurbished analyzers: As an alternative to purchasing new LeadCare II analyzers, and in order to lower the total effective cost of the project, Magellan will provide up to 45 refurbished "as new" LeadCare II analyzers (including our 1 year warranty) at no cost. This is similar to our prior trade-in program, in which the State of New Jersey traded in LeadCare I analyzers for refurbished LeadCare II analyzers. This would bring the estimated cost of the project (4,625 kits and 45 analyzers) to \$1,415,250, down from \$1,494,045.

User training: We will hold up to three centralized LeadCare II training session in New Jersey for testing locations designated as part of this program. We will also include a "train the trainer" component in the training if the state desires to designate staff who will be responsible for providing follow-on training to new user sites.

Education: With years of experience creating educational content about lead poisoning, Magellan will offer the State of New Jersey access to our educational material, webinars or other existing content to help the state communicate to consumers and clinicians about the risks of lead exposure, the importance of lead testing, and actions that can be taken when lead exposure is identified.

We appreciate the opportunity to bid for this project.

Sincerely,



Amy Winslow
President
Magellan Diagnostics, Inc.

STATE OF NEW JERSEY BIDDER DATA SHEET

THIS FORM WILL BE USED IN ASSESSING A BIDDER'S QUALIFICATIONS AND CAPABILITY TO PERFORM THE CONTRACT SCOPE OF WORK.

CUSTOMER SERVICE CONTACT DATA

NAME OF BIDDER'S REPRESENTATIVE TO BE CONTACTED IF INFORMATION, SERVICE, OR PROBLEM-SOLVING IS REQUIRED BY THE USERS OF THE CONTRACT. THIS SERVICE SHALL BE AVAILABLE AT NO ADDITIONAL CHARGE.

Name of Bidding Entity: MAGELLAN DIAGNOSTICS INC		Telephone Number: 978-250-7136
Name of Representative: JANINE S. LEBLANC		Fax Number: [REDACTED]
Address: 101 BILLERICA AVE, BUILDING 4		Number of Years Conducting Business: 10
City: NORTH BILLERICA	State: MA	Zip: 01862

REFERENCE - SATISFACTORY CUSTOMER SERVICE

COMPLETE REFERENCE INFORMATION FOR TABLES 1 and 2. NOTE: FOR EACH REFERENCE LISTED, ALL FIELDS SHOULD BE COMPLETED. IF NO REFERENCES, INDICATE "NONE" IN THE APPROPRIATE TABLE.

1. LIST CONTRACT AWARDS TO YOUR COMPANY BY THE STATE OF NEW JERSEY WITHIN THE LAST THREE (3) YEARS AND PROVIDE THE INFORMATION REQUESTED FOR EACH COLUMN.

CONTRACT/PROJECT NAME	CONTRACT NUMBER	AGENCY NAME	AGENCY CONTACT REPRESENTATIVE	TELEPHONE NUMBER
LEAD SCREENING PROJECT	NA	NJ DEPT OF HEALTH	CRYSTAL OWENSBY	609-984-5921

2. LIST OTHER CONTRACTS OF SIMILAR SIZE AND SCOPE PERFORMED WITHIN THE LAST THREE (3) YEARS AND PROVIDE THE INFORMATION REQUESTED FOR EACH COLUMN.

CONTRACT/ PROJECT NAME	CONTRACT DURATION	CLIENT NAME	CLIENT CONTACT REPRESENTATIVE	TELEPHONE NUMBER

TERMINATED CONTRACTS

PROVIDE A LIST OF CONTRACTS TERMINATED FOR CAUSE PRIOR TO THEIR NATURAL EXPIRATION DATE DURING THE LAST THREE (3) YEARS AND PROVIDE THE INFORMATION REQUESTED IN EACH COLUMN. NOTE: IF NO CONTRACTS WERE TERMINATED FOR CAUSE DURING THE LAST THREE YEARS, ENTER "NONE".

CLIENT NAME	CONTACT NAME	TELEPHONE NUMBER	REASON FOR TERMINATION

COOPERATIVE PURCHASING FORM

DEPARTMENT OF THE TREASURY PROCUREMENT BUREAU STATE OF NEW JERSEY 33 WEST STATE STREET PO BOX 230 TRENTON, NJ 08625-0230	SOLICITATION NUMBER: <u>15-x-23521</u> BIDDERS NAME: <u>Magellan Diagnostics Inc</u> BIDDERS FEIN: <u>[REDACTED]</u>
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IMPORTANT NOTICE

BIDDERS ARE ADVISED TO REVIEW THE ATTACHED REQUEST FOR PROPOSAL (RFP) AND ANSWER THE CONTRACT EXTENSION QUESTION LISTED BELOW.

AGREEMENT TO EXTEND STATE CONTRACT TERMS TO QUASI-STATE AGENCIES, COUNTIES, MUNICIPALITIES, SCHOOL DISTRICTS, COUNTY COLLEGES AND STATE COLLEGES

THE QUESTION BELOW ELICITS THE BIDDER'S ADVANCE AGREEMENT TO OR REJECTION OF THE USE OF THIS STATE CONTRACT BY THE FOLLOWING ENTITIES:

N.J.S.A. 52:27B-56.1 PERMITS THE PARTICIPATION OF QUASI-STATE AGENCIES IN STATE CONTRACTS.

N.J.S.A. 52:25-16.1 ALLOWS THE DIRECTOR TO EXTEND IN ADVANCE THE LOCAL USE OF STATE CONTRACTS BY INCLUDING A PROVISION FOR SUCH PURCHASES IN THE STATE CONTRACT.

N.J. S.A. 52 :25-16.2 PERMITS VOLUNTEER FIRE DEPARTMENTS, VOLUNTEER FIRST AID SQUADS AND RESCUE SQUADS TO PARTICIPATE IN STATE CONTRACTS.

N.J.S.A. 52:25-16.5 PERMITS INDEPENDENT INSTITUTIONS OF HIGHER EDUCATION TO PARTICIPATE IN STATE CONTRACTS.

N.J.S.A. 18A:64A-25.9 PERMITS ANY COLLEGE TO PARTICIPATE IN STATE CONTRACTS.

N.J.S.A. 18A:64-60 PERMITS ANY STATE COLLEGE TO PARTICIPATE IN STATE CONTRACTS.

N.J.S.A. 40:11-12 AND N.J.S.A. 18A:18A-10 TO ALLOW COUNTIES, MUNICIPALITIES AND SCHOOL DISTRICTS TO USE SUCH STATE CONTRACTS AND TO DEAL "DIRECTLY" WITH STATE CONTRACT VENDORS INSTEAD OF BIDDING THE ITEMS.

THE SAME PRICE MUST BE ESTABLISHED FOR THE STATE AND FOR LOCAL GOVERNMENTS; OTHER TERMS AND CONDITIONS ALSO MUST BE THE SAME UNLESS A PARTICULAR TERM OR CONDITION IS SPECIFICALLY IDENTIFIED OTHERWISE IN THE RFP BY THE STATE.

A BIDDER'S WILLINGNESS OR UNWILLINGNESS TO EXTEND WILL "NOT" BE A FACTOR IN DETERMINING THE STATE AWARD. THE DIRECTOR WILL "NOT" AWARD A SEPARATE CONTRACT FOR LOCAL USE. THE VENDOR MUST AFFIRMATIVELY INDICATE ITS CONSENT TO SUCH EXTENSION IN ACCORDANCE WITH THE PROVISIONS OF THE RFP. AT THE TIME OF CONTRACT AWARD, OR AT ANY TIME DURING THE PERIOD OF PERFORMANCE OF THE CONTRACT.

DO YOU AGREE TO EXTEND ANY STATE CONTRACTS AWARDED AS A RESULT OF THIS RFP TO THE AFOREMENTIONED ENTITIES AT THE SAME PRICE AND COMMON TERMS AND CONDITIONS?

YES NO

IF THE BIDDER DOES NOT CHECK "YES" OR "NO" TO THE ABOVE QUESTION, THE ANSWER WILL BE CONSIDERED AS "NO" .

NOTE: NO CONTRACT WILL BE EXTENDED TO THESE ENTITIES UNLESS THE DIRECTOR OF THE DIVISION OF PURCHASE AND PROPERTY SPECIFICALLY PROVIDES FOR THE EXTENSION AT THE TIME OF THE AWARD, OR AT ANY TIME DURING THE PERIOD OF PERFORMANCE OF THE CONTRACT.

Full Name (Print) Janine S LeBlanc Signature [Signature]
 Title Director of Finance Date 06/11/2014



DEPARTMENT OF TREASURY
 PROCUREMENT BUREAU
 STATE OF NEW JERSEY
 33 WEST STATE ST 9TH FL
 PO BOX 230
 TRENTON NJ 08625-0230

Price Sheet

Term Contract - Advertised Bid Proposal

Solicitation: 15-X-23521
Open Date: Wednesday, June 11, 2014
T-Number: T2991
Bidder: Magellan Diagnostics Inc

<i>Line No</i>	<i>Commodity-Service Description</i>	<i>Quantity</i>	<i>Unit</i>	<i>UNIT PRICE</i>
00001	Commodity Code: 490-43-086875 [LABORATORY EQUIPMENT, ACCESSORIES AND...] ITEM DESCRIPTION: ALL INCLUSIVE COST FOR ONE CLIA-WAIVED LEADCARE II BLOOD LEAD ANALYZER AS PER SECTION 3.1 OF THE RFP	1	EACH	1751 *see attach'd
00002	Commodity Code: 490-43-086876 [LABORATORY EQUIPMENT, ACCESSORIES AND...] ITEM DESCRIPTION: ALL INCLUSIVE COST FOR ONE COMPLETE LEADCARE II TEST KIT AS PER SECTION 3.2 OF THE RFP	1	EACH	306