COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #032118
Entitled

TOXICOLOGY LABORATORY SERVICES AND RELATED SUPPLIES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on February 9, 2018, in South Carolina's *The State* on February 8, 2018, in Utah's *The Salt Lake Tribune* on February 8, 2018, in *USA Today* on February 8, 2018, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, PublicPurchase.com, Merx, Biddingo and The New York State Contract Reporter:

> *The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #032118 TOXICOLOGY LABORATORY SERVICES AND RELATED SUPPLIES. Details of this RFP are available beginning February 8, 2018. Details may be obtained by letter of request to James Voelker, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until March 21, 2018 at 4:30 p.m. Central Time at the above address and opened March 22, 2018 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

ACM Medical Laboratory	Newport Corporation
ACP Facility Services Inc.	NMS Labs
AGAT Laboratories	North America Procurement Council, Inc. PBC
Ally Logistics	PBR Laboratories Inc.
American Screening Corp	Performance Safety Group
American Screening, LLC	Phamatech Inc
AquaTox Testing & Consulting Inc.	Physician Services Inc.
Avalon Laboratories	Premier Biotech
Averhealth	Prime Vendor Inc.
Biofit	Qiagen
Canadian Nuclear Laboratories	Quest Diagnostics Clinical Laboratories, Inc.
Cooperative Purchasing/eMACS Support Unit Supervisor	Redwood Toxicology Laboratory, Inc.
Cordant Health Solutions	RN Expertise Inc.
D Mullis	Salsa
Designer Care Co.	San Diego Housing Commission
Dynacare	San Diego Reference Laboratory
ERA	Sleep Insights

eRepublic	Smart Sales, LLC dba Smartox
Hamilton Robotics	SMARTOX
IMS	State of Arkansas
Janis Research Company, Inc	State of Missouri - Division of Purchasing
Kristie Arellano	State of Montana
LabWare, Inc.	Thermo Fisher Scientific
LifeLabs	United Mineral and Chemical Corp
Lochness Medical Inc.	USABLUEBOOK
Mercer Technologies	VWR International
Mergers Marketing, Inc.	Waters Technologies

Proposals were opened on March 22, 2018, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Redwood Toxicology Laboratory, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:
James Voelker, NJPA Procurement Lead Analyst
Kim Austin, NJPA Procurement Analyst III
Brandon Town, Procurement Analyst II
Michael Munoz, Procurement Analyst II

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee used the established NJPA RFP evaluation criteria and determined that the proposal response met Level-One and Level-Two Responsiveness and was evaluated.

Redwood Toxicology Laboratory, Inc. offers Members a comprehensive product suite including criminal justice and treatment laboratory services, forensic toxicology laboratory services, DOT and employment laboratory services, specimen collection, TPA support, and rapid diagnostic drug testing devices. Redwood Toxicology Laboratory, Inc. will serve Members throughout the United States utilizing their direct sales team and full-service laboratories. Their proposal provides Members a range of discounts off of list pricing that reflects a competitive pricing structure.

For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #032118 to:

Redwood Toxicology Laboratory, Inc. #032118-RTL

The preceding recommendation was approved on May 22, 2018.

Chris Robinson, JD, NJPA Procurement Manager

James Voelker, CPCM, CFCM, NJPA Procurement Lead Analyst

Kim Austin, NJPA Procurement Analyst III

Brandon Town, Procurement Analyst II

Michael Munoz, Procurement Analyst II