

Vendor Questions and Answers (1)
RFP 2016-604 Prescription Drugs and Related Medical Supplies
Gregg County, Texas

What is the average daily population (ADP) for the past 12 months at each of the following?

- The Sheriff's Department = 740
- The Juvenile Facility = 22

PLEASE NOTE: The Gregg County Juvenile Facility – the juvenile facility spends less than \$3,000.00 annually on RX drugs and related medical supplies.

Regarding the RFP's requirement to service the Health Department, are you seeking a vendor to dispense patient-specific orders on behalf of the Health Department? Or, are you seeking a wholesaler to provide only bulk pharmaceuticals to the Health Department?

- Gregg County needs a local pharmacy and a wholesaler.

What percentage of your inmates at the Sheriff's Department, if any, are Federal?

- 17% as of 12/16/15

What is the average number of prescriptions filled per month for the past 12 months for each of the following?

- The Sheriff's Department = 13,680
- The Health Department = averages 42 RX filled monthly by local pharmacy for last 12 months. Stocked Medications were dispensed on average of 242 RX for last 12 months.
- The Juvenile Facility

What type of medication packaging (blister cards, vials, strips, other) do you currently use? Do you intend to keep the same packaging?

- Bulk Packaging – Sheriff Department
- RX bottles with childproof tops

Do you currently receive patient-specific blister cards with each individual bubble of the blister card labeled with the medication's name and strength, lot number, expiration date, and manufacturer's name to allow those medications to be safely returned for credit?

- No

How many days' worth of medication (7, 14, 30 days) is typically dispensed for routine medication orders? Do you intend to keep this the same?

- 7 days – Sheriff Department
- Health department dispenses medications for a 30 day period.

How many medications are or what percentage is dispensed as stock?

- 95% - sheriff department
- 85% - health department

Do you currently receive stock in 30-count blister cards or in original manufacturers' bulk bottles in compliance with the DSCSA?

- Manufacturer's Bulk Bottles

Who are your current pharmacy services provider and wholesaler?

- Andameds
- Louis Morgan Drugs (local retailer)
- Moore Medical

Regarding the BONDING REQUIREMENTS on page 17 of the RFP:

- Are a bid bond, performance bond, and/or payment bond required for this contract?
 - Will a 5% bid bond be required to be submitted with the proposal response? If so, what is the expected contractual amount on which the bid bond is to be based?
 - Will a performance bond be required prior to a contract award? If so, what is the expected contractual amount?
 - Will a payment bond be required prior to a contract award? If so, what is the expected contractual amount?
- The RFP Packet is not requesting a bond

What was your total dollar amount spent on pharmacy for the past 12 months broken down by each of the following?

- The Sheriff's Department = \$187,805.00
- The Health Department = \$50,530.87
- The Gregg County Juvenile Facility – the juvenile facility spends less than \$3,000.00 annually on RX drugs and related medical supplies.

Is your current contract rate for pharmacy services?

- A discount to average wholesale price (AWP)? If so, what is the current discount percentage to AWP?
- Less than AWP depending on quantity and product ordered.

- Acquisition cost plus a dispensing fee? If so, what is the current dispensing fee?
- Based on another pricing format? If so, please describe or explain how the current pricing is structured and the current rates?

➤ See Bid Sheet posted

Will all medications be shipped to and received at one central location at one facility?
Or, will the vendor need to ship medications need to multiple units or multiple facilities?
If so, please provide additional details.

➤ Shipment will be to one location for the Sheriff department, one location for Health Department and one location for Juvenile facility.

Do you currently receive credit for returned medications?

➤ No, unless recalled

If so, are you charged a processing fee?

Are your returns subject to a minimum value per returned item?

Are you receiving credit on all returned medications or only on those where each individual bubble of the blister cards is labeled with the medication name and strength, lot number, expiration date, and manufacturer's name?

Regarding the Statement of Work/Specifications on page 19 of the RFP: Is Gregg County currently purchasing from any State contract or inter-local agreement or award contract?

➤ No

Regarding the STANDARD TERMS AND CONDITIONS, item 23 on page 8 of the RFP:

- Whom would a bidder contact in the county to obtain a list of approved minority business contractors that may be able to provide services under this procurement?
- Can you provide a list of any MBE providers offering services under your current agreement?

➤ This section is a statement of support/encouragement to strive to utilize MWBE and does not require specific instruction of the vendor, so please be more specific?

Regarding the Gregg County Health Department price list on pages 20-21 of the RFP:

- Are you requesting prices for both the brand name and generic medications on the list?
- Lisinopril is not the generic equivalent of Accupril. Do you wish for bidders to provide prices for the generic equivalent of Accupril? Or, do you wish for bidders to provide prices for Lisinopril?

➤ Both, Please follow packet instructions, vendors can provide both.

Regarding the Gregg County Sheriff's Department price list on pages 22-23 of the RFP:

- Are you requesting pricing for both the brand name and generic medications on the list?

➤ **Both, please follow the RFP instructions.**
- Are you seeking a price for one (1) syringe of Narcan or for 10 syringes? **(1 syringe)**
- Are you seeking a price on one (1) vial of Phenergan or for 25 vials? **(Both)**
- Are you seeking a price on one (1) vial of Haldol or for 10 vials? **(10 Vial)**
- Are you seeking a price for one (1) vial of Lantus or for 1 mL of Lantus? **(10 mL vial)**

As the County reserves the right to award multiple contracts in the best interest of the County (STANDARD TERMS AND CONDITIONS, item 25 on page 8), will the County accept and consider proposals submitted by vendors who wish to service the Sheriff's Department and Juvenile Facility, but not the Health Department?

- **The County will review all proposals submitted.**

How are controlled substance medications destroyed, as they cannot be returned? **Biohazard**

How do your facilities handle hazardous and non-hazardous pharmaceutical waste in compliance with August 2015 EPA regulations?

- **Approved Bio-hazardous waste company picks up and destroys all waste.**

Could you provide your current medication formulary as an addendum, so bidders can review it for possible modifications or recommendations?

- **Does not utilize a formulary**
- **Health department does not use a formulary at this time**

Can you provide, as an addendum, copies of your three most recent pharmacy invoices that include actual pharmacy utilization data (without patient names) for each the Sheriff's Department, the Health Department, and the Juvenile Facility?

This information (medication cost and utilization) usually is considered public record and this data would be very helpful to bidders in the preparation of a competitive bid rate when actual utilization is known by all bidders versus having to project utilization if this data is not disclosed and only known by your incumbent provider.

- **See attached invoices**

What state and federal licenses are in each facility's name? **None**

Does each facility have a state pharmacy or clinic license? **None**

Does each facility have a U.S. Drug Enforcement Administration (DEA) registration, which is required to receive stock controlled substances (i.e., Schedule II-IV medications)? If not, is the physical address of each facility listed as the business address on the DEA license of at least one of your facility's providers for each facility? **Yes**

Nearly every correctional facility nationwide has some degree of emergency, night-locker, or first-dose starter stock on hand. Facilities often overlook that a pharmacy provider cannot dispense more than 5% of their overall company-wide sales as stock. (Federal Register, Vol. 64, No. 232, 21 CFR Parts 203/205, III, H, 4.) A vendor is required by The Texas Administrative Code Title 25, Part 1, Chapter 229, and the Texas Department of State Health law to be a licensed wholesaler in Texas to distribute wholesale quantities of stock medications in Texas. Therefore, to comply with federal and state regulations, a pharmacy provider must be a licensed wholesaler or use the services of a wholesaler licensed in both their home state and in Texas to distribute wholesale quantities of stock medications.

- Will you require bidders to include documentation in their proposals to show whether they are licensed as a wholesaler or whether they use the services of a Texas-licensed wholesaler?

➤ **Please follow RFP instructions.**

- Will failure to provide proof of compliance with state and federal regulations, specifically this requirement, deem a pharmacy bidder as non-responsive and therefore ineligible for an award (per STANDARD TERMS AND CONDITIONS, item 9 on page 6 of the RFP)?

➤ **No, not necessarily however, the County will make these official decisions should such a situation occur. The County reserves the right to retrieve information from prospective bidders as needed.**

A company must be a FDA-registered repackager to legally repackage stock medications into blister cards or any other packaging that results in a change to the original manufacturer's packaging.

- Will you mandate that the pharmacy vendor use an FDA-registered repackager if stock is provided in packaging other than the original manufacturer's packaging?

➤ **Vendors are expected to follow the Law in respect to their business.**

- Will failure of a pharmacy bidder to comply with FDA repackaging regulations regarding the provision of stock deem that bidder non-compliant and therefore ineligible to receive an award (per STANDARD TERMS AND CONDITIONS, item 9 on page 6 of the RFP)?

➤ **No, not necessarily however, the County will make these official decisions should such a situation occur. The County reserves the right to retrieve information from prospective bidders as needed.**

Will you mandate that the pharmacy vendor be a National Association of Boards of Pharmacy (NABP) Verified-Accredited Wholesale Distributor (VAWD)? Will you require documentation to be submitted as part of the proposal?

- Please follow the RFP packet instructions as to what is requested to be submitted in the proposal.

Title II of the Drug Quality and Security Act (DQSA) requires prescription drug data be tracked throughout the supply chain. Wholesalers **and pharmacies** (providing stock under the 5% rule) that provide stock to correctional facilities must collect and store information provided by manufacturers, identifying drug products to the lot level in the form of paper or electronic transaction history records -formerly known as pedigree documentation.

- Will you require the pharmacy vendor to provide FDA-mandated tracing information for stock medications?
- Will failure to comply with this requirement deem a bidder non-compliant and therefore ineligible for any award (per STANDARD TERMS AND CONDITIONS, item 9 on page 6 of the RFP)?
- To verify the ability of a bidder to comply with this requirement, will you require them to submit sample product tracing information with their proposal response?

- Please follow the RFP packet instructions as to what is requested to be submitted in the proposal.
- No, not necessarily however, the County will make these official decisions should such a situation occur. The County reserves the right to retrieve information from prospective bidders as needed.
- Please follow the RFP packet instructions as to what is requested to be submitted in the proposal.

Do your facilities currently use an electronic prescription order entry and eMAR system that is provided to you at no cost by your current pharmacy vendor? **No**

- If so, what is the name of the system?
 - If not, would you be interested if a bidder can offer you a solution in this area?
- Gregg County will review all proposals submitted.
 - If not, would you consider issuing an addendum to incorporate this requirement in your current solicitation, as such a system can decrease the time you devote to med pass by up to 50%, and that time can then be used to provide other healthcare services to your patients?
- Please follow the RFP packet instructions as to what is requested to be submitted in the proposal.

Do your facilities currently use a barcode-enabled electronic order reconciliation and medication return management system that is provided to you at no cost by your current pharmacy vendor?

No

- If not, would you consider issuing an addendum to incorporate this requirement in your current solicitation, as manual order check-in and return processing time can be decreased by up to 75%?
- Please follow the RFP packet instructions as to what is requested to be submitted in the proposal.

Do your facilities currently have 24/7/365 access to a web-based online reporting dashboard provided at no cost by your current pharmacy provider for you to access meaningful and accurate reporting? Yes

- If not, would you consider issuing an addendum to incorporate this requirement in your current solicitation so that your staff can better manage facility operations by analyzing costs and prescriber ordering trends through accessible reporting?

Does your facility house ICE detainees/US Marshalls? If so approximately how many?

- USMS prisoners on a regular basis. Average 100
- ICE prisoners are not on contract and are on their detainer only. Usually less than 5 and no more than 72 hours

Can you give me a rough estimate of monthly or annual sales for RFP 2016-604?

➤ **Sheriff Department**

October 2014- October 2015

- ✓ Anda med \$100,027
- ✓ Louis Morgan Drug \$79,598
- ✓ Moore Medical \$3,511
- ✓ McKesson/PSS \$4,669
- ✓ Total - \$187,805

➤ **Health Department**

- ✓ FY 14 = \$38,623.21
- ✓ FY 15 = \$49,875.50

How long would the initial contract term be and would there be any extensions?

- Typically a (2) two year contract with (4) four annual options to renew.