1. Application overlap is allowed by statute and the Preferred Sources have many areas of overlap.
2. Lapse of the NY statewide contract for Drug and Alcohol Testing, provides more opportunity for both Preferred Sources to garner additional sales, assuming their offerings meet the form, function and utility of the buyer’s needs. State contract sales had an annual spend average of $1.7 M. The pie is now bigger than it has ever been.
3. Comparable benchmarking was done based on the application submitted. NYSID offers Redwood Drug Test Kit which is offered on the California-WSCA, Pennsylvania and Ohio contracts. Meanwhile, NYSPSP is proposing to use the customizable Direct Express Drug Test Kits. This product line is offered through the State of Iowa. We grabbed additional benchmarks through GSA to provide more information. We do an apples-to-apples comparison as much as possible. One size approach does not fit all conditions.
4. OGS searches for comparable, competitive market pricing by using NYS contracts where possible and other government contracts, then open markets. Where pricing is not competitive, OGS routinely asks the Preferred Source to reduce the price to comply with statute or remove the item from consideration.
5. NYSID’s Drug Test applications for price revisions are still under review. We asked clarifying questions of NYSID on Tuesday, November 25. We received NYSID’s response to our clarifications on Monday, December 16 and that information is now under review. As of today, one application is being prepared for final approval and the other one needs some additional discussion/clarification with NYSID on price.
6. OGS stands by the NYSPSP pricing analysis as presented to the Procurement Council on November 26 and our methods of evaluation. A revised recommendation memo (attached) for NYSPSP Drug Test Kit is being resubmitted to the Council, asking for approval of this application in its totality.