

County of Albany
Department of General Services – Purchasing Division
Sole Source Justification

Procurement Policy, Section IV: Sole Source Procurements

A sole source procurement is justified when there is only one good or service that can reasonably meet the need and there is only one vendor who can provide the good or service.

Department: Health

Contact Name: Shanna Witherspoon

Phone #: 518-447-4584

Requisition #: _____

Describe in detail the products and/or services to be procured:

COVID-19 school testing for the K-12 schools in Albany County.

Detail how this/ these produce(s) meet(s) your needs. Define the unique benefits to the County of the item as compared to other products in the marketplace. Show that no other product provides substantially equivalent or similar benefits and that, considering the benefits received, the cost of the item is reasonable in comparison to other products in the marketplace. (Attach a separate page if needed)

A sole source determination has been decided based on the following criteria.

- FDA EUA or Approved saliva-based, qPCR screening and diagnostic testing for SARS-COV-2; FDA authorization or approval to pool up to 12 specimens and ability to perform reflex testing without needing to obtain an additional patient specimen; test must be highly sensitive (LOD of 1,000cp/ml or less as measured by the FDA Reference Panel).

- <https://www.fda.gov/medical-devices/coronavirus-disease-2019-covid-19-eme>

- CLIA/CLEP certified with appropriate authorizations for COVID-19 testing; pooled testing results available within 24 hours of specimen receipt by the lab, reflex results available in 12-24 hours thereafter.

- Data Requirements:

- On-line patient registration (inclusive of all necessary consent and HIPAA waiver documents); clinical screening and diagnostic results delivered to patients electronically; individual results delivered electronically to organizations (i.e. schools, municipalities, etc.) and in a format that may be downloaded; results delivered electronically to NYSDOH.

- Training and Customer Service:

- Training materials and remote support provided to organizations to facilitate patient registrations and efficient on-site specimen collections; specimen collection devices delivered to organizations within 2 business days of request; overnight UPS shipping labels available on request and provided at cost; on-site support

- **Additional Services:**

- Vendor Name: Quadrant Biosciences

Phone: 315-614-2325

Estimated Total Dollars for this procurement: \$ 3,000,000

Funding Source: *Albany County awarded contract from HRI per Centers for Disease Control and Prevention*

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Attach a detailed explanation of Vendor Sole Source Status, i.e., what is the basis for your identifying this vendor as a sole source? Check any that apply.

- ☐ The vendor is the manufacturer of the product and has no distributors.
(Attach manufacturer's letter as documentation.)
- ☐ The vendor is the only reseller of the manufacturer's product in this geographic region.
(Attach manufacturer's letter as documentation.)
- ☐ Item to be purchased is a supply for equipment which is under warranty,
and use of any product other than specified will void the warranty.
(Attach copy of warranty with such requirement highlighted).
- ☐ Item is proprietary and is additional product or software which must work
with an existing system.
(Provide letter of documentation from system manufacturer.)
- ☐ Product has been standardized for use in Albany County through the
Albany County legislative process.
(Attach copy of Resolution.)

☒ Other
(Provide a statement on a separate page with detailed documentation.)

Department Head or Designee:

Shanna Witherspoon, Assistant Com. of Finance

Signature:

Shanna Witherspoon

July 22, 2021

Albany County, Department of Health
Shanna Witherspoon
175 Green Street
Albany, NY 12202

To Whom it May Concern:

This letter is to confirm that the Clarifi COVID-19 Saliva Test is a sole source product sold and distributed exclusively by Quadrant Biosciences Inc. No division of Quadrant Biosciences, nor any other company, makes a similar or competing product. This product must be purchased directly from Quadrant Biosciences at the following address:

Quadrant Biosciences
505 Irving Avenue Suite 3100 A-B
Syracuse, NY 13210
315-614-2325
NY Vendor ID: 1100146168

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delivered electronically to NYSDOH.

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- Additional Services:
 - Ability to sequence positive specimens to facilitate SARS-COV-2 phylogenetic tracking.

There is no other like product available for purchase that would serve all of the following: FDA authorization, pooling capacity, and saliva collection type.

If you desire additional information on the Clarify COVID-19 testing service offered by Quadrant, visit Quadrant's website at www.quadrantbiosciences.com or schools.quadrantbiosciences.com.

Certified By:

Signature Date

Signature of: _____

Title: _____

Agency Approval by:

Signature Date

Name and Title

Company Representative Acknowledgment

Signature:

Name and Title: H. Brady Millican, EVP Sales