

July 19, 2022

C-8

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt Specifications No. RFP HE22-019 and award a contract to Laboratory Corporation of America Holdings (LabCorp), of Burlington, NC, for clinical laboratory services, in a total annual amount not to exceed \$60,000, for a period of one year, with the option to renew for four additional one-year periods, at the discretion of the City Manager; and, authorize the City Manager, or designee, to execute all documents necessary to enter into the contract, including any necessary subsequent amendments. (Citywide)

DISCUSSION

City Council approval is requested to enter into a contract with LabCorp for providing comprehensive clinical laboratory services, including routine testing, patient specimen collection, and laboratory data management for HIV Care Coordination, Tuberculosis, and the Family Planning/Sexual Health Clinics. These services are required for specimens to be analyzed accurately and in a timely manner. Providers can interpret results, make important diagnostic decisions, and provide treatment impacting patient care and health. These critical services are necessary to meet the City of Long Beach's (City) obligations under State and County grant-funded programs that mandate lab testing.

The Request for Proposals (RFP) was advertised in the Long Beach Business Journal on January 25, 2022, and 329 potential proposers specializing in diagnostic testing services were notified of the RFP opportunity. Of those proposers, 15 downloaded the RFP via the City's electronic bid system. The RFP document was made available from the Purchasing Division, located on the sixth floor of City Hall, and the Division's website at www.longbeach.gov/purchasing. An RFP announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 42 local, minority-owned, and women-owned business groups. There were two proposals received on February 10, 2022. Of those two proposers, none were Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), none were certified Small Business Enterprises (SBEs), and none were Long Beach vendors (Local). The selection committee determined that LabCorp, of Burlington, NC, was the most qualified vendor to provide the services.

The Health and Human Services Department (Health Department) evaluation committee selected LabCorp based on the following criteria: minimum qualifications, commitment to racial equity, budget and cost-effectiveness, coordination and collaboration, organizational capacity, and experience and performance. LabCorp's proposal included

fees that were substantially less than other proposals, offered more comprehensive lists of tests that meet Health Department client needs, and was the most qualified vendor to integrate seamlessly with the Health Department's electronic health record system, to submit orders and distribute lab results.

Local Business Outreach

To align with the City's outreach goal, Long Beach businesses are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the PlanetBids database to download RFP specifications. Through outreach, 13 Long Beach vendors were notified to submit proposals, of which none downloaded, and none submitted a proposal. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Taylor M. Anderson on June 27, 2022, Business Services Bureau Manager Tara Mortensen on June 21, 2022, and by Budget Analysis Officer Greg Sorensen on June 30, 2022.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. RFP HE22-019 and award a contract concurrently is requested on July 19, 2022, to ensure the contract is in place expeditiously.


FISCAL IMPACT

The total annual amount of the contract will not exceed \$60,000. Sufficient funds are currently budgeted in the Health Fund Group in the Health and Human Services Department, offset by grant revenue. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



KELLY COLOPY
DIRECTOR
HEALTH AND HUMAN SERVICES

APPROVED:



THOMAS B. MODICA
CITY MANAGER