



**STATE OF HAWAII  
STATE PROCUREMENT OFFICE**

P.O. Box 119  
Honolulu, Hawaii 96810-0119  
Tel: (808) 587-4700  
email: [state.procurement.office@hawaii.gov](mailto:state.procurement.office@hawaii.gov)  
<http://spo.hawaii.gov>

January 8, 2015

TO: Executive Department/Agencies  
Department of Education (DOE)  
(Excludes Charter Schools)  
Office of Hawaiian Affairs (OHA)  
University of Hawaii (UH)  
Hawaii Health Systems Corporation  
(HHSC)  
House of Representatives (House)  
Senate  
Judiciary

City & County of Honolulu (C&C of Honolulu)  
Honolulu City Council  
Honolulu Board of Water Supply  
Honolulu Authority for Rapid Transportation (HART)  
County of Hawaii  
Hawaii County Council  
County of Hawaii-Department of Water Supply  
County of Maui  
Maui County Council  
County of Maui-Department of Water Supply  
County of Kauai  
Kauai County Council  
County of Kauai-Department of Water

FROM:

Sarah Allen  
Administrator

SUBJECT:

**Change No. 2**  
SPO Price List Contract No. 13-11  
**HIV, SALIVA ALCOHOL, & HEPATITIS C TESTING KITS**  
NASPO Contract No. SP-12-0038  
Expires: January 14, 2016

The following changes are made to the price list contract:

- Contract has been extended through January 14, 2016.
- Add HHSC Regional System Boards and Hospitals to this price list contract as a participating jurisdiction.
- Update Point of Contact information for the following jurisdictions:
  - Executive
  - OHA
  - HART
  - Kauai County Council
- The "Hawaii General Excise Tax (GET)" clause has been revised.
- The State Procurement Office home page URL is changed to <http://spo.hawaii.gov>.

This current price list contract incorporating Change No. 2 is available on the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

If you have any questions, please contact Stacey Kauleinamoku at (808) 586-0571 or email [stacey.i.kauleinamoku@hawaii.gov](mailto:stacey.i.kauleinamoku@hawaii.gov).

**STATE OF HAWAII  
STATE PROCUREMENT OFFICE**

**SPO Price List Contract No. 13-11**  
Includes Change No. 2  
Revised 01/08/2015

**WSCA-NASPO  
HIV, SALIVA ALCOHOL & HEPATITIS C TESTING KITS - STATEWIDE**  
(NASPO Contract No. SP-12-0038)  
January 23, 2013 to January 14, 2016

**INFORMATION ON WSCA-NASPO**

The State of Hawaii is a member of the Western States Contracting Alliance (WSCA) - National Association of State Procurement Officials (NASPO). WSCA-NASPO is a cooperative group-contracting consortium for state government departments, institutions of higher education, agencies and political subdivisions (e.g. colleges, school districts, counties, cities, etc.,) for the 50 states, the District of Columbia and the organized US territories. WSCA-NASPO seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Arkansas is the current lead agency and contract administrator for the NASPO HIV, Saliva Alcohol & Hepatitis C Testing Kits contract. A request for competitive sealed proposals was issued on behalf of NASPO and a contract was awarded to one qualified Contractor. The State of Hawaii has signed a Participating Addendum with the Contractor.

The HIV, Saliva Alcohol & Hepatitis C Testing Kits contract includes tests for the detection of antibodies to the HIV virus, a test for antibodies to the HCV virus, and oral fluid testing solutions for drugs of abuse testing.

For additional information on this contract, visit the WSCA-NASPO website at [www.aboutwsca.org](http://www.aboutwsca.org).



**PARTICIPATING JURISDICTIONS** listed below have signed a memorandum of agreement with the SPO and are authorized to utilize this price list contract:

Executive Departments/Agencies  
 DOE  
 (Excludes Charter Schools)  
 OHA  
 UH  
 HHSC  
 House  
 Senate  
 Judiciary  
 C&C of Honolulu

Honolulu City Council  
 Honolulu Board of Water Supply  
 HART  
 County of Hawaii  
 Hawaii County Council  
 County of Hawaii-Department of Water Supply  
 County of Maui  
 Maui County Council  
 County of Maui-Department of Water Supply  
 County of Kauai  
 Kauai County Council  
 County of Kauai-Department of Water

The participating jurisdictions are not required but may purchase from this price list contract, and requests for exception from the contract is not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D and the procurement rules will apply to purchases using the applicable procurement method and its procedures, such as small purchases or competitive sealed bidding (CSB). The decision to use this contract or to solicit pricing from other sources will be at the discretion of the participating jurisdiction.

**POINTS OF CONTACT.** Questions regarding the products listed, ordering, pricing, and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

Jurisdiction	Name	Phone	Fax	E-mail
Executive	Stacey Kauleinamoku	586-0571	586-0570	<a href="mailto:stacey.l.kauleinamoku@hawaii.gov">stacey.l.kauleinamoku@hawaii.gov</a>
DOE (Excludes Charter Schools)	Procurement Staff	675-0130	675-0133	<a href="mailto:doeprocure@notes.k12.hi.us">doeprocure@notes.k12.hi.us</a>
OHA	Phyllis Ono-Evangelista	594-1833	594-1865	<a href="mailto:phylliso@oha.org">phylliso@oha.org</a>
UH	Matthew Chow (Primary)	956-2765	956-2096	<a href="mailto:chowmatt@hawaii.edu">chowmatt@hawaii.edu</a>
	Karlee Hisashima	956-8687	956-2093	<a href="mailto:karlee@hawaii.edu">karlee@hawaii.edu</a>
HHSC	Joe Evanoff	733-4168	733-4460	<a href="mailto:jevanoff@hhsc.org">jevanoff@hhsc.org</a>
House	Brian Takeshita	586-6423	586-6401	<a href="mailto:takeshita@capitol.hawaii.gov">takeshita@capitol.hawaii.gov</a>
Senate	Carol Taniguchi	586-6720	586-6719	<a href="mailto:c.taniguchi@capitol.hawaii.gov">c.taniguchi@capitol.hawaii.gov</a>
Judiciary	Newton Sakamoto	538-5805	538-5802	<a href="mailto:newton.t.sakamoto@courts.state.hi.us">newton.t.sakamoto@courts.state.hi.us</a>
C&C of Honolulu	Procurement Specialist	768-5535	768-3299	<a href="mailto:bfs purchasing@honolulu.gov">bfs purchasing@honolulu.gov</a>
Honolulu City Council	Clayton Wong	768-5084	768-5011	<a href="mailto:cwong@honolulu.gov">cwong@honolulu.gov</a>
Honolulu Board of Water Supply	Vicki Kitajima	748-5151	550-9193	<a href="mailto:vkitajima@hbws.org">vkitajima@hbws.org</a>
HART	Nicole Chapman	768-6135	587-6080	<a href="mailto:nchapman@honolulu.gov">nchapman@honolulu.gov</a>
County of Hawaii	Jeffrey Dansdill	961-8440	961-8248	<a href="mailto:jdansdill@co.hawaii.hi.us">jdansdill@co.hawaii.hi.us</a>
Hawaii County Council	Jeffrey Dansdill	961-8440	961-8248	<a href="mailto:jdansdill@co.hawaii.hi.us">jdansdill@co.hawaii.hi.us</a>

Jurisdiction	Name	Phone	Fax	E-mail
County of Hawaii- Department of Water Supply	Ka'iulani Matsumoto	961-8050 ext. 224	961-8657	<a href="mailto:kmatsumoto@hawaiiidws.org">kmatsumoto@hawaiiidws.org</a>
County of Maui	Greg King	249-2403 ext. 30	249-0839	<a href="mailto:greg.king@co.maui.hi.us">greg.king@co.maui.hi.us</a>
Maui County Council	Ross Izumigawa	270-7661	270-7686	<a href="mailto:ross.izumigawa@mauicounty.us">ross.izumigawa@mauicounty.us</a>
County of Maui- Department of Water Supply	Kenneth Bissen Holly Perdido	270-7684 270-7684	270-1736 270-1736	<a href="mailto:ken.bissen@co.maui.hi.us">ken.bissen@co.maui.hi.us</a> <a href="mailto:holly.perdido@co.maui.hi.us">holly.perdido@co.maui.hi.us</a>
County of Kauai	Florence Kakuda	241-4294	241-6297	<a href="mailto:fkakuda@kauai.gov">fkakuda@kauai.gov</a>
Kauai County Council	Lisa Ishibashi Scott Sato	241-4820 241-4810	241-6349 241-6349	<a href="mailto:lishibashi@kauai.gov">lishibashi@kauai.gov</a> <a href="mailto:ssato@kauai.gov">ssato@kauai.gov</a>
County of Kauai- Department of Water	Fay Tateishi	245-5423	245-5813	<a href="mailto:ftateishi@kauaiwater.org">ftateishi@kauaiwater.org</a>

**USE OF THIS PRICE LIST CONTRACT BY NONPROFIT ORGANIZATIONS.** Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price lists contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://spo.hawaii.gov>. Click on "For Vendors" > "Non-Profits" > "Cooperative Purchasing Program" > "View the list of qualifying nonprofits eligible to participate in cooperative purchasing."

If interested, these nonprofits will contact the vendor to obtain concurrence on their participation.

If a nonprofit wishes to purchase from a SPO price list contract, the nonprofit must obtain approval from each vendor, i.e., participation must be mutually agreed upon. A vendor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and vendor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price list contract vendor.

**VENDOR.** OraSure Technologies, Inc. is the authorized contractor to provide HIV, Saliva Alcohol & Hepatitis C Testing Kits. OraSure Technologies, Inc. has signed a Master Price Agreement with the State of Arkansas and a Participating Addendum with the State Procurement Office in Hawaii. Vendor contact information is located on page 5.

Contractor  
OraSure Technologies, Inc.

Master Price Agreement Number  
SP-12-0038

**VENDOR CODES** for annotation on purchase orders are obtainable from the "Alphabetical Vendor Edit Table Report" available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

**COMPLIANCE.** Prior to awarding a contract, the SPO verified compliance of the contractor with all laws governing entities doing business in the State pursuant to HRS §103D-310(c), and SPO will monitor compliance throughout the term of the contract via *Hawaii Compliance Express (HCE)*. Therefore, purchasing agencies are not required to verify vendor.

**PURCHASING CARD (pCard).** The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive departments/agencies, excluding DOE, UH, HHSC and OHA for orders totaling less than \$2,500. For purchases \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

**PURCHASE ORDERS** may be issued for purchases \$2,500 or more, and for vendors who either do not accept the pCard, set minimum order requirements before accepting the pCard for payment, or charge its customers a transaction fee for the usage.

**MINIMUM ORDERS.** The ordering entity is responsible for all shipping costs on orders less than \$50.00. All orders shall be placed through the contact person listed on this price list contract. The vendor contact and ordering information is listed on pages 5-7. Ordering Entities requesting special handling (FedEx, UPS Next Day, etc.) may be required by the Contractor to pay additional freight charges not to exceed the carrier's actual freight charges.

**SPO PL Contract No. 13-11 AND MASTER AGREEMENT NO. SP-12-0038** shall be typed on purchase orders issued against this price list contract. For pCard purchases, the SPO PL Contract No. 13-11 and Master Agreement No. SP-12-0038 shall be notated on the appropriate transaction document.

**HAWAII GENERAL EXCISE TAX (GET)** shall not exceed 4.712% for the island of Oahu and 4.166% for Maui, Kauai and Hawaii. The GET is not applied to shipping or delivery charges.

**PAYMENTS** are to be made to the Contractor(s) remittance address. Section 103-10, HRS, provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

**VENDOR AND PRODUCT EVALUATION** form, SPO-012 is available to agencies for the purpose of addressing concerns on this price list contract at the SPO website: <http://spo.hawaii.gov>. Click on *Forms* on the home page.

**PRICE LIST CONTRACT AVAILABLE ON THE INTERNET** at the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

# ORASURE TECHNOLOGIES, INC.

MASTER PRICE AGREEMENT NO. SP-12-0038

## PRICE QUOTE - INFORMATION

### **Agency Responsibility:**

Participating Jurisdictions are required to complete and submit the "State of Arkansas Facility Membership Application" to Judy Shirley at the Arkansas Office of State Procurement as well as Pat Reis at OraSure Technologies, Inc. in order to utilize this Contract. Judy Shirley's contact information is located on the Facility Membership Application.

\*For the State of Arkansas Facility Membership Application, go to the following link below:

<http://www.dfa.arkansas.gov/offices/procurement/contracts/Documents/sp120038facilityapplication.pdf>

### ***Primary Contact:***

Pat Reis, Contract Administrator  
Phone: (916) 782-3119  
Fax: (610) 332-2930

Email: [preis@orasure.com](mailto:preis@orasure.com)

Website: <http://www.orasure.com>

### ***Ordering/Ordering Questions:***

Customer Service  
Phone: 1-800-672-7873  
Fax: (001) 610-882-1820

Email: [customercare@orasure.com](mailto:customercare@orasure.com)

Website: <http://www.orasure.com>

\*For OraSure Technologies, Inc. product information, go to the following link below:

<http://www.orasure.com/products/products.asp>

\*OraSure Technologies, Inc. price schedule is located on pages 6-7.

### **Purchase Orders are issued directly to**

OraSure Technologies, Inc.  
220 East First Street  
Bethlehem, PA 18015-1360  
Attn: Pat Reis

### **All payments are issued to**

Department #269701  
OraSure Technologies, Inc.  
P.O. Box 67000  
Detroit, Michigan 48267-2697

Vendor Code No.: 268399-00

**Group 1**

<u>ITEM NUMBER</u>	<u>ESTIMATED QTY PER EACH</u>	<u>DESCRIPTION</u>	<u>CASE COST</u>
1. 1001-0077	1,000	OraQuick®ADVANCE Rapid HIV-1/2 Control	\$ <u>25.00</u>
ITEM NUMBER BID: <u>1001-0077</u>			
BRAND BID: <u>OraQuick® Advance Rapid HIV ½ Control</u>			
COST PER TEST: <u>\$25.00</u>		TEST PER BOX: <u>1</u>	BOXES PER CASE: <u>1</u>
2. 1001-0079	25,500	OraQuick®ADVANCE™Rapid HIV ½ Test, 25ct	\$ <u>300.00</u>
ITEM NUMBER BID: <u>1001-0079</u>			
BRAND BID: <u>OraQuick® Rapid HIV ½ Test, 25 ct</u>			
COST PER TEST: <u>\$ 12.00</u>		TEST PER BOX: <u>25</u>	BOXES PER CASE: <u>1</u>
3. 1001-0078	110,000	OraQuick® ADVANCE™ Rapid HIV ½ Test, 100ct	\$ <u>1,200.00</u>
ITEM NUMBER BID: <u>1001-0078</u>			
BRAND BID: <u>OraQuick®Advance Rapid HIV ½ Test, 100 ct</u>			
COST PER TEST: <u>\$ 12.00</u>		TEST PER BOX: <u>100</u>	BOXES PER CASE: <u>1</u>
4. 503-0050	5,000	OraSure HIV-1 Oral Fluid Devices, 50ct	\$ <u>237.60</u>
ITEM NUMBER BID: <u>503-0050</u>			
BRAND BID: <u>OraSure HIV-1 Oral Fluid Devices, 50 ct</u>			
COST PER TEST: <u>\$ 4.75</u>		TEST PER BOX: <u>50</u>	BOXES PER CASE: <u>1</u>

**GROUP (1): HIV Rapid Testing**

**Group 2**

<u>ITEM NUMBER</u>	<u>ESTIMATED QTY PER EACH</u>	<u>DESCRIPTION</u>	<u>CASE COST</u>
5. 31150B	3,000	Q.E.D.® A150-30 ct.	<u>\$ 120.05</u>
ITEM NUMBER BID: <u>31150B</u>			
BRAND BID: <u>Q.E.D.® A150-30 ct.</u>			
COST PER TEST: \$ <u>4.00</u>		TEST PER BOX: <u>30</u>	BOXES PER CASE: <u>1</u>
6. 31150C	10,000	Q.E.D.® A150-100 ct.	<u>\$ 351.25</u>
ITEM NUMBER BID: <u>31150C</u>			
BRAND BID: <u>Q.E.D.® A150-100 ct.</u>			
COST PER TEST: \$ <u>3.51</u>		TEST PER BOX: <u>100</u>	BOXES PER CASE: <u>1</u>
7. 31050S	200	Q.E.D.® DOT Ethanol Control – 2 Vials	<u>\$ 10.00</u>
ITEM NUMBER BID: <u>31050S</u>			
BRAND BID: <u>Q.E.D.® DOT Ethanol Control</u>			
COST PER TEST: \$ <u>10.00</u>		TEST PER BOX: <u>2 Vials</u>	BOXES PER CASE: <u>1</u>
8. 31150S	200	Q.E.D.® A-150 Ethanol Control – 2 Vials	<u>\$ 10.00</u>
ITEM NUMBER BID: <u>31150S</u>			
BRAND BID: <u>Q.E.D.® A-150 Ethanol Control</u>			
COST PER TEST: <u>\$10.00</u>		TEST PER BOX: <u>1</u>	BOXES PER CASE: <u>1</u>

**GROUP (2): Q.E.D. Alcohol Testing**

**GROUP 3**

<u>ITEM NUMBER</u>	<u>ESTIMATED QTY PER EACH</u>	<u>DESCRIPTION</u>	<u>CASE COST</u>
9. 1001-0180	1,000	OraQuick HCV Rapid Anitbody Tests (100 tests per case)	<u>\$ 1,850.00</u>
ITEM NUMBER BID: <u>1001-0180</u>			
BRAND BID: <u>OraQuickHCV Rapid Antibody Tests, 100 ct.</u>			
COST PER TEST: \$ <u>17.50</u>		TEST PER BOX: <u>100</u>	BOXES PER CASE: <u>1</u>
10. 1001-0181	1,000	OraQuick HCV Rapid Antibody Tests (25 tests per case)	<u>\$ 462.50</u>
ITEM NUMBER BID: <u>1001-0181</u>			
BRAND BID: <u>OraQuick HCV Rapid Antibody Tests, 25 ct.</u>			
COST PER TEST: \$17.50		TEST PER BOX: <u>25</u>	BOXES PER CASE: <u>1</u>
11. 1001-0182	1,000	OraQuick HCV Rapid Antibody Test Controls (1 each)	<u>\$ 35.00</u>
ITEM NUMBER BID: <u>1001-0182</u>			
BRAND BID: <u>OraQuick HCV Rapid Antibody Test</u>			
COST PER TEST: \$ <u>35.00</u>		TEST PER BOX: <u>1 set</u>	BOXES PER CASE: <u>1</u>

**GROUP (3): HCV Rapid Antibody Tests**