

MISSISSIPPI STATE DEPARTMENT OF HEALTH
Notice of Proposed Sole Source Purchase #0301-096
RFx # 3150004633

The Mississippi State Department of Health anticipates purchasing the item(s) listed below as a sole source purchase. Anyone objecting to this purchase shall follow the procedures outlined below.

Commodity or commodities to be purchased (make, model, description)

Insti HIV-1/HIV-2 Antibody Test
Inst Controls Test kit
Pipette, Transfer

Explanation of the need to be fulfilled by this item(s) and why it is the only one that can meet the specific needs of the department:

The sixty (60) seconds HIV test offers users opportunity to integrate routine, provider-initiated, opt-out HIV testing into medical screening in all healthcare settings. Further, it facilitates the testing experience for patients, enabling broader acceptance for HIV testing when offered. Equally, this test provides the chance for immediate linkage to care for HIV-infected individuals and optimizes clinical resources available. Currently, this test is the most sensitive rapid HIV test in market to provide best early detection capabilities for CLIA waiver blood based rapid HIV tests.

Name of company/individual selling the item(s) and why that source is the only possible source that can provide the required item(s):

bioLytical Laboratories is the sole source manufacturer and distributor of INSTI Hiv-1.HIV-2 Kits.

Estimated cost of item(s) and an explanation why the amount to be expended is considered reasonable:

INSTI's standard purchase price is \$21.99/per test kit. However, Mississippi State Department of Health is receiving a reduced price of \$12.62. The controls are \$34.43 each.

Explanation of the efforts taken by the department to determine this is the only source and the efforts used to obtain the best possible price:

bioLytical Laboratories provided a current sole source document as they are the only distributor of this product in the United States. A review of the product was undertaken and it has been determined that there are no distributors who carry this product. The listed price for the test is \$21.99 and the price has been negotiated to \$12.62.

Any person or entity that objects and proposes that the commodity listed is not sole source and can be provided by another person or entity shall submit a written notice to Cynthia Brasher, Mississippi State Department of Health Purchasing Department, 570 E. Woodrow Wilson, Room 134 Underwood Building, Jackson, MS 39216 or P. O. Box 1700, Jackson, MS 39215-1700.

Responses may be hand delivered, via regular mail, overnight delivery or by e-mail: Cyntha.brasher@msdh.ms.gov. The envelope or e-mail should reference the sole source number.

The notice shall contain a detailed explanation of why the commodity is not a sole source procurement. Appropriate documentation shall also be submitted if applicable. The enclosed form (OSS) may be used if you so desire.

If after a review of the submitted notice and documents, Mississippi State Department of Health determines that the commodity in the proposed sole source request can be provided by another person or entity, then Mississippi State Department of Health will withdraw the sole source request publication from the procurement portal website and submit the procurement of the commodity to an advertised competitive bid or selection process.

If Mississippi State Department of Health determines after review that there is only one (1) source for the required commodity, the Mississippi State Department of Health will appeal to the Public Procurement Review Board. Mississippi State Department of Health will have the burden of proving that the commodity is only provided by one (1) source.

Notices/objections, etc. will be accepted at any time prior to: __11/22,2022 10:00 a.m. (CST)



Quote

Quote Number QT20315
Created Date 10/5/2022

Account Name MISSISSIPPI STATE DEPARTMENT OF HEALTH
Billing Address 1301 - 301 PO BOX 1700
JACKSON, Mississippi 39215
United States

Ship Address MS State Department Health STD HIV Office
Tiffany Givens
3156 LAWSON STREET
JACKSON, MS, 39213
US

Contact Name Tiffany Givens
Email tiffany.givens@msdh.ms.gov

Line Items

Product Code	Product	Quantity	List Price	Sales Price	Discount (%)	Total Price
90-1031	INSTI Control Test Kit, HIV-1/HIV-2, US	100.00	USD 76.99	USD 34.43		USD 3,443.00
90-1019-001	INSTI HIV-1/HIV-2, ONE TEST KIT, US, 50	5,000.00	USD 21.99	USD 12.62	43	USD 63,100.00
10-1050	Pipette, Transfer, 50uL	7,500.00	USD 0.00	USD 0.00		USD 0.00

Totals

Subtotal	USD 66,543.00
Shipping & Handling	USD 0.00
Total	USD 66,543.00

Please let us know if you have additional questions.

All shipping quotes are subject to change.

Thank you for your business.

*Sales tax not included.
Applicable state sales tax will be added to invoice.*

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Richmond British Columbia V6V 2A2
Canada

Email llavin@biolytical.com
Phone (604) 204-6784
Incoterms DAP

bioLytical shall not accept or permit the return of Product after shipment to the Customer. Notwithstanding the foregoing, bioLytical will accept a return of Product and will provide the Customer with a replacement, refund or credit, as determined by bioLytical, if (i) bioLytical ships Product that was not ordered by the Customer under this Agreement or (ii) inadvertently or erroneously ships a different quantity of Product than the Customer ordered under this quotation. In the event the Customer receives Product damaged in shipment, please contact 1-604-204-6784 or your account representative



January 18th, 2022

Re: Sole Source Vendor Letter

This letter is to confirm that the INSTI® HIV-1 / HIV-2 Antibody Test and INSTI® HIV-1 / HIV-2 / Negative Controls are sole source products manufactured and sold exclusively by bioLytical Laboratories, Inc. These products can be purchased directly from bioLytical Laboratories.

The INSTI HIV-1/HIV-2 Antibody Test is the only CLIA-waived rapid assay to use flow-through (immunofiltration) design. The flow-through design enables antigen/antibody/indicator reactions to occur and be visualized instantly upon addition of the sample and reagents, compared to the lateral flow technology which requires a fluid transfer or “wicking” process over time, plus a read window to allow for the results to become maximally visualized.

There is no other rapid HIV test available for purchase that provides results in as little as 60 seconds. Other rapid HIV tests produce results in 10-20 minutes. This offers a significant reduction in office visit time and labor cost.

Additionally, the INSTI HIV-1/HIV-2 Antibody Test is the only rapid HIV test available for purchase that can detect HIV antibodies up to 9 days earlier than the Western Blot, as demonstrated by studies conducted at the US Center for Disease Control. This is significant since identifying earlier infection allows the infected person to know their status earlier, providing opportunities for immediate linkage to medical care and initiation of transmission preventing measures, thus contributing sooner towards efforts in stopping the spread of disease and protecting the public's health.

If any additional information is required, do not hesitate to contact us at 604 204-6784 or visit our website at www.biolytical.com

Sincerely,

A handwritten signature in black ink, appearing to be 'L Wong'.

Lawrence Wong, CFO

