



VERITAS INNOVATION

QUOTE 22555

Utah Department of Health – Finance P.O. Box 144003
Salt Lake City, UT 84114-4003

512-300-1376

dan@veritasinnovation.com

Quote is valid for 90 days

Description	Quantity	Unit Price	Cost
2789-RI 1200ul Filtered softfit-L	40	999.00	\$39,960.00
RT 1000E Barrier Tip CAT#:2079E	33	\$999.00	\$32,967.00
2779-05-RI 1000 ul filtered ,Sterile refill,LTS compatible	17	\$1,199.00	\$20,383.00
ART 1000ul Barrier Tip CAT#: 2279-05	40	\$999.00	\$39,960.00
2749-RI, 20 ul tip, LTS compatible	11	\$1,299.99	\$14,299.89
Sureone Low Retention 1000ul 02-707-008	28	\$999.00	\$27,972.00
FisherbrandTM SureFitTM Ergo-F Pipet Tips 1000ul	10	\$1,199.00	\$11,990.00



Kevin Anderson <kevinmanderson@utah.gov>

Fwd: **Urgent**** Request to Use DOH Emergency LPD**

1 message

Steven Phillips <stevenphillips@utah.gov>
To: Kevin Anderson <kevinmanderson@utah.gov>

Tue, Jan 26, 2021 at 8:09 AM

FYI

Steven Phillips, CPA
Assistant Finance Director
Utah Department of Health
Cell (801) 558-3697**Forwarded Conversation****Subject: ****Urgent**** Request to Use DOH Emergency LPD**
-----From: **Melissa Corona** <melissacorona@utah.gov>
Date: Mon, Jan 25, 2021 at 12:15 PM
To: Shari Watkins <swatkins@utah.gov>
Cc: Robert Paul <rpaul@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

Good Afternoon,

We are requesting the use of the Department's emergency LPD to purchase Pipette tips for multiple areas of the lab for testing including COVID-19 under the Admin Code for emergency procurements R33-8-401-(3)(a)(vi).

Due to the high demand of pipette tips across the country, and the fact that the manufacturers still can't keep up, most vendors are limiting order quantities and giving us long lead times. Some vendors have even stated that they are unable to fulfill an order if you have not ordered from them previously to be able to serve their current customers needs. We have done extensive research to find other vendors to procure pipette tips from. We've placed small orders with multiple vendors. Some of the tips we've received do not work as the vendor described, some work fine but we were only able to order in a very small quantity due to their low inventory, and some vendors just procure their tips from Mettler Toledo Rainin (the main vendor we have always purchased tips from) and they tell us the tips will be on backorder for a long period of time. We were able to identify one vendor that has a large inventory of tips - Veritas. They have a shipment ready of 6 pallets of tips that they can send us immediately. We sent the quote to the lab staff to confirm the tips were the correct type and size of tips that we need - and they have confirmed they are the correct tips. We believe this order, in combination with the allocation of tips we receive from Mettler Toledo Rainin, will be able to keep the lab stocked with pipette tips so that we do not have to slow down operations. Attached is the quote for your reference. Please confirm if you approve this emergency procurement request at promptly as possible.

Best Regards

Melissa Corona - Purchasing Agent I
Unified Public Health Laboratories
4431 South 2700 West
Taylorsville, Utah 84129
Direct Line: (801) 965-2404
melissacorona@utah.gov

***** IMPORTANT MESSAGE *****

This message, including any attachments, may contain confidential information intended for a specific individual and purpose, and is protected by law. If you are not the intended recipient, delete this message, including from trash, and notify me by telephone or email.

If you are not the intended recipient, any distributions or copying of this message, or the taking of any action based on its content is strictly prohibited.

From: **Shari Watkins** <swatkins@utah.gov>
Date: Mon, Jan 25, 2021 at 12:18 PM
To: Melissa Corona <melissacorona@utah.gov>
Cc: Robert Paul <rpaul@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

Why didn't we do this earlier if it was such a crisis? I'm not understanding. Why couldn't we go through the PO process? This is very surprising to me that we've gotten this far with this issue.

From: **Robert Paul** <rpaul@utah.gov>
Date: Mon, Jan 25, 2021 at 12:22 PM
To: Shari Watkins <swatkins@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

This is the first time we were able to find a vendor who had tips available in a large quantity.

--
Regards,

Robert Paul
UPHL Finance Manager
(801) 965-3896
rpaul@utah.gov

From: **Shari Watkins** <swatkins@utah.gov>
Date: Mon, Jan 25, 2021 at 12:23 PM
To: Robert Paul <rpaul@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

When did you find the vendor and how long have you been looking?

From: **Robert Paul** <rpaul@utah.gov>
Date: Mon, Jan 25, 2021 at 12:46 PM
To: Shari Watkins <swatkins@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

We found Veritas late last month and didn't get a confirmation from them that they had a big supply of inventory they could send us till last week. We then had to confirm with multiple people throughout the lab that the tips could work for our various testing needs. That took them time because they wanted to do their due diligence since we have been burned in the past with tips that did not end up working.

We have been looking for tips since November - which was the first time we were starting to have a problem with getting enough tips to keep up with testing. Believe me, Shari - we have been working diligently to keep inventory supplies stocked. It has just been very difficult since these types of problems end up having a ripple effect on other areas of the lab that have nothing to do with COVID testing.

From: **Shari Watkins** <swatkins@utah.gov>
Date: Mon, Jan 25, 2021 at 12:50 PM
To: Robert Paul <rpaul@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

Ok, thanks for the info. Just a heads up. State Purchasing is very reluctant to allow an emergency purchase.

From: **Robert Paul** <rpaul@utah.gov>
Date: Mon, Jan 25, 2021 at 12:52 PM
To: Shari Watkins <swatkins@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

Yes- I know this is something that is highly scrutinized and I appreciate your help with this.

From: **Melissa Corona** <melissacorona@utah.gov>
Date: Mon, Jan 25, 2021 at 3:15 PM
To: Robert Paul <rpaul@utah.gov>
Cc: Shari Watkins <swatkins@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

Some reductions have been made to the quote per vendor since some have been sold.

Best Regards
Melissa Corona - Purchasing Agent I
Unified Public Health Laboratories
[4431 South 2700 West](#)
[Taylorsville, Utah 84129](#)
Direct Line: (801) 965-2404
melissacorona@utah.gov

From: **Steven Phillips** <stevenphillips@utah.gov>
Date: Mon, Jan 25, 2021 at 3:18 PM
To: Shari Watkins <swatkins@utah.gov>

Shari,

I can't tell from your last email if you are saying yes, no or contact state purchasing.

Steven Phillips, CPA
Assistant Finance Director
Utah Department of Health
Cell (801) 558-3697

From: **Robert Paul** <rpaul@utah.gov>
Date: Mon, Jan 25, 2021 at 3:40 PM
To: Melissa Corona <melissacorona@utah.gov>
Cc: Shari Watkins <swatkins@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

We have a meeting in 20 minutes with State Purchasing leadership to discuss this and other supply chain management issues. I was hoping we'd have a decision on the request before the meeting. I'd sure appreciate it if this is something you could give us an answer on before then, but I understand if you're not able to.

From: **Shari Watkins** <swatkins@utah.gov>

Date: Mon, Jan 25, 2021 at 4:17 PM
To: Robert Paul <rpaul@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

I'm fine with it if UC and State Purchasing approve.

From: **Shari Watkins** <swatkins@utah.gov>
Date: Mon, Jan 25, 2021 at 4:24 PM
To: Steven Phillips <stevenphillips@utah.gov>

Yes, it's ok to contact State Purchasing.

From: **Robert Paul** <rpaul@utah.gov>
Date: Mon, Jan 25, 2021 at 4:42 PM
To: Shari Watkins <swatkins@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

Are you the one who seeks approval from UC and State Purchasing or is that something I need to do? It isn't something I have done in the past so I am unfamiliar with it.

From: **Shari Watkins** <swatkins@utah.gov>
Date: Mon, Jan 25, 2021 at 5:01 PM
To: Robert Paul <rpaul@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

How are you paying for this?

Sent from my iPhone

On Jan 25, 2021, at 4:42 PM, Robert Paul <rpaul@utah.gov> wrote:

From: **Robert Paul** <rpaul@utah.gov>
Date: Mon, Jan 25, 2021 at 6:03 PM
To: Shari Watkins <swatkins@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

With PPP funds. It is part of the cost that goes into a COVID test.

From: **Shari Watkins** <swatkins@utah.gov>
Date: Mon, Jan 25, 2021 at 6:45 PM
To: Robert Paul <rpaul@utah.gov>
Cc: Melissa Corona <melissacorona@utah.gov>, Steven Phillips <stevenphillips@utah.gov>

Then it doesn't have to go through UC again. Let's try not to do any emergency purchases in the future. They just get so much scrutiny.

***** IMPORTANT MESSAGE *****

This message, including any attachments, may contain confidential information intended for a specific individual and purpose, and is protected by law. If you are not the intended recipient, delete this message, including from trash, and notify me by telephone or email.

If you are not the intended recipient, any distributions or copying of this message, or the taking of any action based on its content is strictly prohibited.

2 attachments



Veritas Quote 1-24-21.pdf

149K



Quote 22555 Veritas 01-25-2021.pdf

254K

Description	Quantity	Unit Price	Cost
TFLR1121000-Q QSP 1000ul XL Length Graduated 100,200,500,1000 ul filtered	11	\$999.00	\$10,989.00
		Subtotal	\$198,520.89
		Shipping	\$5,540.00
		Total	\$204,060.89



State of Utah

SPENCER J. COX
Governor

DEIDRE M. HENDERSON
Lieutenant Governor

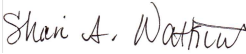
Utah Department of Health
Executive Director's Office

Richard G. Saunders
Executive Director

Heather R. Borski, M.P.H., M.C.H.E.S.
Deputy Director

Michelle G. Hofmann M.D., M.P.H., M.H.C.D.S., F.A.A.P.
Deputy Director

To: State Purchasing

From: Shari Watkins 

Subject: Emergency Procurement 1/25/2021

The Utah Public Health Laboratory (UPHL) performs multiple tests that require the use of Pipette tips. Due to the high demand nationally of these tips the lab is having a difficult time being able to purchase these pipette tips and many vendors are on backorder. The UPHL was getting to the point where they were low on tips and would have had to slow operations if they couldn't find more. The UPHL found a vendor with a large quantity – Veritas. The tips were in such high demand that in the time that it took UPHL to verify that the pipette tips were the correct ones Veritas had to reduce the number of tips they could provide. On January 25, 2021 the UPHL asked for authorization to use the Executive Director's Emergency Procurement LPD to purchase \$204,060.89 in supplies to ensure that testing would not be delayed. As a designee of the Executive Director, I reviewed and approved the request that day. I determined that the situation met the requirements of an emergency procurement, specifically R33-8-401(3)(a)(vi):

(3) An emergency procurement may only be used when circumstances create harm or risk of harm to public health, welfare, safety, or property.

(a) Circumstances that may create harm or risk to health, welfare, safety, or property include:
(vii) events that impair the ability of a public entity to function or perform required services.

The UPHL is working with State Purchasing to try to source these for future procurements and also is working to complete a contract with Metler Toledo Rainin.