

**In The Matter Of:**  
*STATE OF MARYLAND*  
*CHILD SUPPORT ENFORCEMENT ADMINISTRATION*

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*INVITATION FOR BIDS*  
*July 6, 2015*  
*SOLICITATION NUMBER CSEA/DNA-16-001-S*

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Min-U-Script® with Word Index

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
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STATE OF MARYLAND  
DEPARTMENT OF HUMAN RESOURCES  
CHILD SUPPORT ENFORCEMENT ADMINISTRATION

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INVITATION FOR BIDS (IFB)  
SOLICITATION NUMBER CSEA/DNA-16-001-S

\* \* \* \* \*

PRE-BID CONFERENCE  
Monday, July 6, 2015

\* \* \* \* \*

Held at:  
Department of Human Resources  
311 West Saratoga Street, Room 104  
Baltimore, Maryland

\* \* \* \* \*

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INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

2

1 IN ATTENDANCE:

2 SANG KANG, Procurement Officer for IFB

3 VASHTI GREEN, Director, Contract Services, CSEA

4 HUBERT CHANG, Assistant Attorney General

5 DHR PARTICIPANTS:

6 Bernice Jeffries, Procurement

7 James Redditt, Deputy Directory, Procurement

8 Aung Htut, Procurement Supervisor

9 Wayne Dixon, Procurement

10 Daphney McCray, Procurement

11 Deborah Austin, Procurement

12 LAB CORP PARTICIPANTS:

13 Angie Miller, Contract Manager

14 Prince Miles, Account Manager

15 Marcus Howard, Regional Account Executive

16 DDC PARTICIPANTS:

17 Samantha Nessler

18 Craig Kelly (via telephone)

19 Bob Gutendorf (via telephone)

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16  
17  
18  
19  
20  
21

A-G-E-N-D-A

ITEM:	PAGE:
Introduction Sang Kang	4
Opening Remarks Vashti Green	6
Section 1 - General Information Sang Kang	8
Living Wage Requirements Bernice Jeffries	14
Section 2 - Bidder Minimum Qualifications Sang Kang	17
Section 3 - Scope of Work Vashti Green	18
Section 4 - Bid Format Sang Kang	23
Questions	28
Closing Remarks Sang Kang	35

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INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

4

1 PRE-BID CONFERENCE

2 (10:00 a.m.)

3 Introduction

4 MR. SANG KANG: Good morning. My name  
5 is Sang Kang. Welcome to the Department of Human  
6 Resources.

7 Today we will be sharing information  
8 with you regarding the Invitation For Bids  
9 entitled State Genetic Paternity Testing  
10 Services.

11 I believe everyone has signed in.  
12 Please note that the court reporter is  
13 transcribing this conference. When asking  
14 questions, please state your name and the name of  
15 your company for the record. And a transcript of  
16 this conference will be made available on  
17 eMarylandMarketplace on the DHR website.

18 Could we start this conference by  
19 introducing ourselves.

20 I'm Sang Kang. I'm the Procurement  
21 Officer for the IFB.

INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

5

1 MS. VASHTI GREEN: I'm Vashti Green,  
2 Director of Contracts & Procurement for Child  
3 Support Enforcement Administration.

4 MS. ANGIE MILLER: I'm Angie Miller  
5 with LabCorp.

6 MR. PRINCE MILES: I'm Prince Miles  
7 with LabCorp.

8 MR. MARCUS HOWARD: I'm Marcus Howard  
9 with LabCorp.

10 MS. DEBORAH AUSTIN: Debbie Austin,  
11 DHR, Procurement.

12 MR. JAMES REDDITT: James Redditt,  
13 Deputy Director of Procurement.

14 MR. AUNG HTUT: Aung Htut, DHR,  
15 Procurement.

16 MR. WAYNE DIXON: Wayne Dixon,  
17 Procurement.

18 MS. SAMANTHA NESSLER: Samantha  
19 Nessler, DDC.

20 MS. DAPHNEY McCRAY: Daphney McCray,  
21 Procurement.

INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

6

1 MS. BERNICE JEFFRIES: Bernice  
2 Jeffries, Procurement.

3 MR. HUBERT CHANG: Hubert Chang,  
4 Assistant Attorney General.

5 MR. SANG KANG: Vashti Green, she's  
6 the Director of Contract Services for CSEA.  
7 She'll be making the opening remarks.

8 Opening Remarks

9 MS. VASHTI GREEN: Well, good morning  
10 again and thank you all for coming. We really  
11 appreciate you showing an interest in our IFB  
12 request.

13 So today we hope that you've come to  
14 the table to have your questions responded to  
15 that you have, as well as us to provide any  
16 additional information that was not previously  
17 provided in the IFB document itself.

18 So we issued the Invitation For Bid to  
19 seek services for a vendor to provide genetic  
20 parentage testing services for the purpose of  
21 establishing paternity in contested child support

1 cases within Maryland jurisdictions.

2 Actually, CSEA is seeking to expand  
3 the best practices, as well as management  
4 approaches and processes to provide services at  
5 or above the defined service levels contained  
6 within the refined IFB.

7 So with that being said, currently  
8 only 17 jurisdictions are part of the current  
9 statewide Contract, and we will be expanding that  
10 with a new Contract to all 24 jurisdictions.

11 We have had a Genetic Testing Contract  
12 in place since the Year 1999, and we are just  
13 continuing the services. So we have expanded the  
14 IFB requirements, our Scope of Work services, and  
15 I'll get to that when we get a little further  
16 down on the agenda.

17 So for the opening remarks, again CSEA  
18 just want to thank you for your time and your  
19 interest in our IFB request, and we look forward  
20 to reviewing the proposals that come in.

21 MR. SANG KANG: Thank you, Vashti.



1                   Now, I will present Section 1 of the  
2 IFB.

3                   Section 1 - General Information

4                   MR. SANG KANG: The Department of  
5 Human Resources is issuing this IFB (Invitation  
6 For Bids) to provide genetic paternity testing  
7 services for the purpose of establishing  
8 paternity in contested child support cases in all  
9 of Maryland's twenty-four (24) jurisdictions.

10                   The anticipated duration of services  
11 is for three (3) years beginning on or about  
12 December 1st, 2015 and ending on or about  
13 November 30th, 2018.

14                   There will be one two-year option to  
15 be exercised at the sole discretion of the State.

16                   And the Department intends to make one  
17 single award as a result of this IFB.

18                   Section 1.5: The Procurement Officer  
19 is the sole point of contact for the purposes of  
20 this solicitation prior to the award of any  
21 Contract. So you can contact me with any

1 questions regarding the IFB.

2           And the State Project Manager is Tiara  
3 Sykes. She'll be the point of contact once the  
4 Contract is in place.

5           In order to receive Contract award,  
6 vendors must be registered on  
7 eMarylandMarketplace.

8           Each bidder is requested to indicate  
9 its eMarylandMarketplace vendor number in the  
10 Transmittal Letter.

11           Questions and Responses: There have  
12 been five questions asked prior to the  
13 conference, and we will answer four of them now.

14           Question Number 1 -- it's actually  
15 Question Number 2. We posted Question Number 1  
16 on the eMarylandMarketplace maybe last week.

17           Question Number 2 is: What is the  
18 name of the current vendor?

19           The name of the current vendor is DNA  
20 Diagnostic Center.

21           Question 3 is: Please provide price

1 per test for the current Contract?

2 The price per test for the current  
3 contract was \$28 per test for the first three  
4 years of the Contract, and \$29 per test for the  
5 last two years of the Contract. But please note  
6 that the Scope of Work in this IFB is  
7 substantially different from the Scope of Work in  
8 the IFB from 2010.

9 Question Number 4 would be: Who do we  
10 contact to make a public record request for the  
11 Contract document and submitting a proposal for  
12 the current Contract?

13 You may contact the Procurement  
14 Officer, which is me, for any public information  
15 and requests pertaining to this IFB.

16 And there's one more question: Have  
17 there been any violent encounters between the  
18 collection technician and specimen donor within  
19 the last 24 months?

20 And the answer is: No.

21 All these questions and responses will

INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

11

1 be posted at eMarylandMarketplace, on the DHR  
2 website, on our Questions and Response Form, and  
3 Bidders will be permitted to ask questions later  
4 today and also after the conference, and they  
5 should be submitted to me by e-mail. And we will  
6 take questions -- well, it's asked that questions  
7 be submitted at least five days prior to the Bid  
8 due date, but we will take questions up to the  
9 Bid due date. And, time permitting, answers to  
10 all substantive questions will be posted at the  
11 eMarylandMarketplace, on the DHR website.

12           The Bid Due Date and Time: Bids must  
13 be received by the Procurement Officer no later  
14 than 2:00 p.m. local time on Monday, August 3rd,  
15 2015 in order to be considered. And requests for  
16 extension of this time will not be granted.

17           So bidders mailing Bids should allow  
18 sufficient delivery time to ensure timely receipt  
19 by the Procurement Officer. And a postmark by  
20 the due date and time is not acceptable. It has  
21 to be received by the procurement officer.

1           Section 1.12: Multiple or alternate  
2 Bids will not be accepted.

3           Section 1.14, Confidentiality of Bids:  
4 Material so designated as confidential shall  
5 accompany the Bid and shall be readily separable  
6 for the Bid in order to facilitate public  
7 inspection of a non-confidential portion of the  
8 Bid.

9           Section 1.15: The Contract shall be  
10 awarded to the responsible Bidder submitting a  
11 responsive Bid with the most favorable Total Bid  
12 Price. And the most favorable Total Bid Price  
13 will be the lowest price on Attachment F.

14           Section 1.25: You must submit a  
15 Bid/Proposal Affidavit with the Bid, and this  
16 Affidavit is included as Attachment B.

17           Section 1.28: Before a business  
18 entity can do business in the State, it must be  
19 registered with the State Department of  
20 Assessments and Taxation, and it is strongly  
21 recommended that any potential Bidder complete

INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

13

1 registration prior to the due date for receipt of  
2 Bids. A Bidder's failure to complete  
3 registration with the State Department of  
4 Assessment and Taxation may disqualify an  
5 otherwise successful Bidder from final  
6 consideration and recommendation for award.

7 Federal Funding Acknowledgement: This  
8 Contract contains federal funds, and Bidders are  
9 to submit the federal funds attachments with the  
10 Bid. These attachments are included as  
11 Attachment H of the IFB.

12 The Conflict of Interest Affidavit and  
13 Disclosure: Bidders shall complete and sign this  
14 Affidavit and submit it with their bid.

15 And the Non-Disclosure Agreement,  
16 Section 1.37: This Agreement must be provided  
17 within ten (10) days of notification of proposed  
18 Contract award; however, it is recommended that  
19 Bidders send this attachment in with the Bid, if  
20 possible.

21 The Health Insurance Portability and

1 Accountability Act Business Associate Agreement:

2 This Agreement must be provided within ten (10)

3 business days of notification of proposed

4 Contract award; however, to expedite processing

5 it is suggested that this document be completed

6 and submitted with the Bid.

7 Now, Bernice Jeffries will tell us

8 about the Living Wage Requirements for the

9 Contract.

10 Living Wage Requirements

11 MS. BERNICE JEFFRIES: So the Maryland

12 living wage requires that -- the Living Wage Law

13 requires that certain contractors and

14 subcontractors be paid the minimum wage rates to

15 employees working under certain State service

16 contracts. A solicitation for services under a

17 State contract valued at \$100,000 or more may be

18 subject to Title 18, State Finance and

19 Procurement Article, Annotated Code of Maryland.

20 Effective September the 26th of 2014,

21 contractors and subcontractors subject to the

1 living wage, they shall pay each covered employee  
2 at least \$13.39 per hour if State contract  
3 services valued at 50 percent or more of the  
4 total value of the Contract are performed in Tier  
5 1 Area.

6 If State Contract services valued at  
7 50 percent or more of the total Contract value  
8 are performed in a Tier 2 Area, an Offeror shall  
9 pay each covered employee at least \$10.06 per  
10 hour.

11 The specific living wage rate is  
12 determined by whether majority of the services  
13 take place in a Tier 1 Area or Tier 2 Area of the  
14 State.

15 The Tier 1 Area includes: Montgomery,  
16 Prince George's, Howard, Anne Arundel, and  
17 Baltimore Counties, and Baltimore City.

18 The Tier 2 Area includes: Any county  
19 in the State not included in the Tier 1 Area.

20 Now, if a business has operations in  
21 areas with two different wage tiers, the rate



1 that you pay is determined by the area where 50  
2 percent or more of the total Contract value is  
3 performed.

4 Now, if employees who perform the  
5 services are not located in either Tier 1 or Tier  
6 2, the Living Wage rate will be based upon where  
7 the majority of the recipients of the services  
8 are located.

9 So this Contract has been determined  
10 to be a Tier 1 Area.

11 In addition, information regarding the  
12 State's Living Wage requirement is contained in  
13 Attachments G and G-1, entitled Living Wage  
14 Requirements for Service Contracts and Affidavit  
15 of Agreement.

16 The Affidavit of Agreement, it must be  
17 completed and submitted with the original copy of  
18 the Technical Proposal. Failure to complete and  
19 submit the Living Wage Affidavit of Agreement  
20 will result in determination that the Offer is  
21 not responsive.

1           When the Maryland Living Wage law is  
2 administered by the Department of Labor,  
3 Licensing and regulation, in addition living wage  
4 information pertaining to reporting obligations  
5 may be filed by going to the Maryland State  
6 Department of Labor, Licensing and Regulations,  
7 which is the DLLR website, and that website is  
8 [www.dllr.maryland.gov](http://www.dllr.maryland.gov), and clicking on the Living  
9 Wage.

10           Note that the Living Wage rates are  
11 subject to annual adjustments by DLLR. However,  
12 the contractor's price under the Contract it may  
13 not change because of any Living Wage  
14 adjustments. So Offerors must factor this into  
15 their pricing proposal submission.

16           So that completes the Living Wage Law.

17           MR. SANG KANG: Thank you, Bernice.

18           Section 2 - Bidder Minimum Qualifications

19           MR. SANG KANG: I'll present Section 2  
20 of the IFB now, the Offeror Minimum  
21 Qualifications -- or Bidder Minimum

1 Qualifications: There are two minimum  
2 qualifications for this Invitation For Bids.

3 1: The Bidder shall be an AABB  
4 Accredited Relationship testing facility, and a  
5 copy of the Bidder's AABB accreditation  
6 certificate shall be submitted with the Bid.

7 And Number 2: The Bidder must be on  
8 CSEA's list of paternity testing laboratories.  
9 And if your company's not on CSEA's list of  
10 paternity testing laboratories, you can refer to  
11 Attachment U and send in all necessary  
12 documentations to the address listed at the  
13 bottom of Attachment U.

14 And Vashti.

15 Section 3 - Scope of Work

16 MS. VASHTI GREEN: Okay. So we're  
17 going to do an overview of the Scope of Work  
18 requirements that we request. And when I say  
19 "We," I speak on behalf of Child Support  
20 Enforcement Administration.

21 Again, I will reiterate that State

1 genetic paternity testing services has been under  
2 Contract since 1999. And on the current Contract  
3 from January up until December of 2014, there has  
4 been approximately 45,000 genetic tests done,  
5 which includes our incarcerated population of  
6 approximately 235 incarcerated individuals were  
7 tested over the course of this time frame, as  
8 well.

9 In our Appendix section, we have three  
10 attachments that will be very key for your use:  
11 Attachment P, which is the number of tests  
12 performed across the State. As well as  
13 Attachment Q includes the testing sites. And  
14 Attachment R which includes the correctional  
15 sites. So those are key attachments for your  
16 attention.

17 So moving on to the Requirements.  
18 Under Section 3.2.1, there are six (6) case  
19 management requirements. I won't go into any  
20 specifics on any of the sections. But I will  
21 reiterate how many requirements there are for

1 each that we feel we want to bring to your  
2 attention.

3 For Section 3.2.2, there are eight (8)  
4 specimen collection requirements. And under  
5 there we have the attachments, of course, layed  
6 out to assist you as well.

7 Under the Laboratory Testing and Case  
8 Reporting, there is four (4) requirements that  
9 we're looking to have maintained.

10 For the Staffing Personnel, we have  
11 basically one key personnel and that's the  
12 project management that we require. We do  
13 require a project manager.

14 For the Reporting, 3.2.5, there are  
15 four(4) report requirements and they're listed  
16 out there.

17 Okay. Under Security Requirements,  
18 there are two (2) for employee identification.  
19 There are two (2) main ID requirements, as I call  
20 them. There is, under the criminal background  
21 check there is a Criminal Background Check

1 Affidavit in the attachments for your review.

2 Under Information Technology, there's  
3 a lot of -- quite a few requirements there. And  
4 that's not my area of specialty, but they're  
5 listed out. If you have any questions, you can  
6 address them and we will get back with you.

7 Under Section 3.3.3.2, which is the  
8 Contingency/Disaster Recovery Plans, we have four  
9 (4) requirements there. And we request that we  
10 receive, upon awarding of the Contract, that that  
11 be provided to us within ten (10) business days  
12 for the Disaster Recovery Plan.

13 Section 3.3.3.3, the Incident Response  
14 Requirement, there are seven (7) requirements  
15 listed.

16 Under the Insurance Requirements, 3.4,  
17 there are five (5) main insurance requirements,  
18 as well, within ten (10) days -- well, within ten  
19 (10) days of the announcement of the award, we  
20 require the insurance requirements to be  
21 submitted to our Procurement Officer.

1 Under Section 3.5, the Problem  
2 Escalation Procedure, we have two (2) main  
3 requirements in that section as well. And,  
4 again, upon notification of award, it's ten (10)  
5 business days that we would like to have that PEP  
6 submitted to the Procurement Officer.

7 For Invoicing, there are two (2) main  
8 Invoice requirements, and everything is listed  
9 out.

10 For MBE reports and VSBE reports, we  
11 do not have an MBE goal associated with this IFB.  
12 We also do not have a VSBE goal associated with  
13 this Contract, so those are null and void.

14 There is the SOC 2 Type 2 Audit Report  
15 and all of the requirements are listed out there.  
16 It's approximately nine (9) requirements.

17 The End of Contract Transition will be  
18 fourteen (14) days prior to the end of the  
19 contract. We can state that we do not want any  
20 testing to be done during those last fourteen  
21 (14) days of the Contract. And our State project

1 manager will be providing any additional  
2 requirements or instructions at that time when we  
3 get to the end of the Contract for any specific  
4 additional instructions that we want to place.

5 3.11, which is Deliverables, we have a  
6 list there of all the deliverables that will be  
7 required over the term of the Contract, and  
8 they're listed out with the due dates.

9 And, so, I know I did a broad  
10 overview, but for those that are in attendance  
11 here, you are well-versed in this industry and I  
12 didn't really feel the need to get here and tell  
13 you how to do, you know, step-by-step because  
14 you're already well-versed there.

15 So I'm finished with our Scope.

16 Section 4 - Bid Format

17 MR. SANG KANG: Section 4, the Bid  
18 Format: Bidders shall submit with their bid all  
19 minimum qualification documentation. So that's  
20 one certificate for the AABB Certification. And  
21 you have to be on the CSEA list of paternity



1 testing laboratories. And the Bidder shall  
2 submit all required Bid submissions as described  
3 in Section 4.4. And everything should be in one  
4 single, sealed package or envelop.

5 Labeling: Each Bidder is required to  
6 label the sealed Bid. So please label the Bid  
7 with the IFB title and number, name and address  
8 of the Bidder, and closing date and time for  
9 receipt of the Bids.

10 The Bid Price Form should be completed  
11 as described in the instructions. So do not  
12 amend, alter, or leave blank any items on the Bid  
13 Form or include additional clarifying or  
14 contingent language on or attached to the Bid  
15 Form.

16 Section 4.4, the Required Bid  
17 Submissions: There should be a Transmittal  
18 Letter. And the purpose of this letter is to  
19 transmit the Bid and acknowledge the receipt of  
20 any addenda. The Transmittal Letter should be  
21 brief and signed by an individual who is

1 authorized to commit the Bidder to the services  
2 and requirements as stated in the IFB.

3 Also, any information which is claimed  
4 to be confidential should be noted by reference  
5 and included after the Transmittal Letter. This  
6 is the information that's proprietary in nature,  
7 and an explanation for each claim of  
8 confidentiality shall be included.

9 In addition, the Transmittal Letter  
10 shall indicate whether the Bidder is the  
11 subsidiary of another entity, and if so, whether  
12 all information submitted by the Bidder pertains  
13 exclusively to the Bidder.

14 4.4.2: The Bidder shall submit any  
15 Minimum Qualifications documentation that may be  
16 required.

17 Section 4.4.3: The required  
18 attachments are the Completed Bid Form. That's  
19 the Price Sheet, Attachment F; Completed  
20 Bid/Proposal Affidavit; Completed Living Wage  
21 Requirements Affidavit of Agreement. It's

1 Attachment G-1.

2 And the Bidder shall submit five (5)  
3 copies of each with original signatures.

4 Additional documents: The Bidder  
5 shall submit five (5) copies of each with  
6 original signatures of the following: A Signed  
7 Statement from the Bidder's Parent Organization  
8 Guaranteeing Performance of the Bidder (if  
9 applicable); Completed Federal Funds Attachment  
10 (Attachment H); and Completed Conflict of  
11 Interest Affidavit and Disclosure (Attachment I).

12 References: At least three (3)  
13 references requested from clients who are capable  
14 of documenting the Bidder's ability to provide  
15 the services specified in this IFB. Each  
16 reference shall be from a client for whom the  
17 Bidder has provided services within the last five  
18 (5) years.

19 List of Current or Prior State  
20 Contracts: Please provide a list of all  
21 contracts with any entity of the State of

INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

27

1 Maryland for which the bidder is currently  
2 performing services or for which services have  
3 been completed within the last five years.

4 Financial Capabilities: The Bidder  
5 shall include Financial Statements, preferably a  
6 Profit and Loss statement and a Balance Sheet for  
7 the last two (2) years.

8 Certificate of Insurance: The Bidder  
9 shall provide a copy of the Bidder's current  
10 certificate of insurance with the Bid. And then  
11 after -- upon contract award, you will have to  
12 send an updated copy of the certificate naming  
13 the State as an additional insured, and also that  
14 certificate will have to be within the prescribed  
15 limits set forth in the IFB.

16 Subcontractors: The Bidder shall  
17 provide a complete list of all subcontractors  
18 that will work on the Contract. And please  
19 provide a legal action summary as described in  
20 4.4.10.

21 And Delivery: Bidders may either mail

INVITATION FOR BIDS - July 6, 2015  
SOLICITATION NUMBER CSEA/DNA-16-001-S

28

1 or hand deliver Bids. If a Bidder chooses to use  
2 the U.S. Postal Service for delivery, the  
3 Department recommends it uses Express Mail,  
4 Priority Mail, or Certified Mail only, as these  
5 are the only forms for which both the date and  
6 time of receipt can be verified by the  
7 Department.

8 And for hand delivery, the Bidder is  
9 advised to secure a dated, signed, and time  
10 stamped or otherwise -- time-stamped receipt of  
11 delivery. We have to receive the Bids by the Bid  
12 due date. And if you can, please send it maybe a  
13 day before that or something because we sometimes  
14 run into problems when they're sent right at the  
15 Bid due date.

16 And I think that's it.

17 Are there any questions regarding the  
18 Invitation For Bid?

19 Questions

20 MS. ANGIE MILLER: Angie Miller with  
21 LabCorp.

1           Just wanted to confirm we did submit  
2 six (6) questions on Thursday.

3           MR. SANG KANG: Yeah, we got them.

4           MS. ANGIE MILLER: Okay. Just wanted  
5 to confirm that. And then a few questions  
6 outside of what we submitted.

7           So on Page 31, Section 3.4.5 talks  
8 about non-critical or ancillary services, and I  
9 just wanted to -- this is one of the questions  
10 that we submitted, but I wanted to ask this  
11 question in relation to the definition of a  
12 subcontractor. It's not uncommon in the industry  
13 to use an individual as a specimen collector and  
14 they're not with an agency; they're just an  
15 independent person. It's very difficult and very  
16 costly for them to obtain insurance with the  
17 limits that are assessed to the vendor. And I  
18 just wondered how the State viewed an independent  
19 collector? And if we could get a definition of  
20 what you consider a subcontractor? And, again,  
21 that question's in writing.

1 MR. SANG KANG: Okay.

2 MS. ANGIE MILLER: But I just wanted  
3 to tie it in with the subcontractor and the  
4 insurance, explaining the difficulties with an  
5 independent person obtaining the insurance.

6 MR. SANG KANG: We're going to answer  
7 that one in writing?

8 MR. HUBERT CHANG: Yes.

9 MR. SANG KANG: Okay. We're going to  
10 take that question down and answer it in writing.

11 MS. ANGIE MILLER: All right.

12 And, then, let's see. In the Scope of  
13 Work on page -- sorry. It's with regard to  
14 specimen collection and training CSCD staff on  
15 sample collections. I noticed on the Bid Form  
16 there is no allowance for a staff collect price,  
17 and I just wanted to make you aware that there is  
18 cost savings that can be realized if you do a  
19 staff collect price in those cases where your  
20 staff is collecting. I know you can't do an  
21 alternate Bid or change the Bid Form at all, so I

1 just wanted to bring that to your attention for  
2 consideration if you wanted to allow for that on  
3 the Bid Form.

4 MS. VASHTI GREEN: Thank you for  
5 providing that.

6 MR. SANG KANG: Is there a question?  
7 Can you state it as a question so we can answer  
8 it?

9 MS. ANGIE MILLER: Would the State  
10 consider revising the Bid Form to allow for staff  
11 collect pricing?

12 MR. SANG KANG: Okay. And that staff  
13 pricing would be -- it would be less?

14 MS. ANGIE MILLER: Yes. There is a  
15 cost savings that you would realize, yes.

16 MR. SANG KANG: Okay.

17 MS. ANGIE MILLER: Page 29, 3.3.3.2,  
18 the Contingency/Disaster Recovery Plans: On (c)  
19 it indicates that there should be a test twice  
20 annually. And I just wondered if that was a  
21 statutory requirement?



1 MR. SANG KANG: Which section?

2 MS. VASHTI GREEN: Right here, (c).

3 We request that they test their plan of how they  
4 will respond in a Contingency/Disaster Recovery,  
5 twice a year.

6 And your comment specifically is you  
7 want to do it once a year?

8 MS. ANGIE MILLER: Would once a year  
9 be acceptable?

10 MS. VASHTI GREEN: Would once a year  
11 be acceptable?

12 MR. SANG KANG: We're going to take  
13 that question down and respond to it in writing.

14 MS. ANGIE MILLER: All right. And I  
15 think my last question is going to be pertaining  
16 to Attachment J, Specifically J2.

17 MS. VASHTI GREEN: What section?

18 MS. ANGIE MILLER: J-2. It's the  
19 Attachment J.

20 MS. VASHTI GREEN: Oh, I'm sorry.

21 MS. ANGIE MILLER: That's okay.

1 MS. VASHTI GREEN: Okay.

2 MS. ANGIE MILLER: The very last  
3 sentence -- well, before the bolded affirmation  
4 statement it says: Any and all Confidential  
5 Information that is stored electronically by me  
6 has been permanently deleted from all of my  
7 systems or electronic storage devices where such  
8 Confidential Information may be stored -- may  
9 have been stored.

10 MS. VASHTI GREEN: May have been  
11 stored.

12 MS. ANGIE MILLER: Can we add the  
13 words "Unless required by law". In some cases  
14 we're required by law, being part of a clinical  
15 laboratory, that certain information has to be  
16 maintained.

17 MS. VASHTI GREEN: How long is the  
18 period of time?

19 MS. ANGIE MILLER: I believe it's  
20 seven (7) years, and I can confirm that.

21 MR. BOB GUTENDORF: This is Bob

1 Gutendorf, DDC. I believe it is seven (7) years.

2 I'm confirming what Angie's saying.

3 MR. HUBERT CHANG: And what was the  
4 specific wording that you were proposing to add?

5 MS. ANGIE MILLER: "Unless required by  
6 law."

7 MR. SANG KANG: We'll take that under  
8 advisement.

9 MS. ANGIE MILLER: I believe we have  
10 to maintain records for a certain amount of time  
11 past the Contract termination, anyway, so the  
12 information would be retained according to the  
13 Contract requirements. But this one particular  
14 attachment kind of contradicts that, so I just  
15 want to make sure it's pulled together.

16 MR. SANG KANG: Are there any more  
17 questions concerning the IFB?

18 MS. ANGIE MILLER: Angie Miller with  
19 LabCorp. I do have one last question that I just  
20 want to clarify.

21 You talked about this all being

1 submitted as one submission.

2 MR. SANG KANG: Yes.

3 MS. ANGIE MILLER: You're asking for  
4 five (5) copies with original signatures for some  
5 of the attachments?

6 MR. SANG KANG: Yes.

7 MS. ANGIE MILLER: They all fall in  
8 place together? Or do you want those submitted  
9 separately within the same package?

10 MR. SANG KANG: If you can, just put  
11 them together.

12 MS. ANGIE MILLER: Okay.

13 MR. SANG KANG: Any more questions?

14 (No Response.)

15 Closing Remarks

16 MR. SANG KANG: Thank you all for  
17 attending the Pre-Bid Conference for the State  
18 Genetic Paternity Testing Services Contract.

19 Please remember that bids are due at  
20 2:00 p.m. on Monday, August 3rd, 2015.

21 Thank you.

1 MS. VASHTI GREEN: Thank you for  
2 coming out.

3 And thank you for participating on the  
4 conference call.

5 MR. BOB GUTENDORF: Thank you.

6 (Conference concluded at 10:41 a.m.)

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CERTIFICATE OF COURT REPORTER

I, CHERYL JEFFERIES, the reporter before whom the foregoing hearing was taken, do hereby certify that the Pre-Bid Conference was taken by me stenographically and thereafter reduced to typewriting by me; that said transcription is a true record of the Pre-Bid Conference held herein; that I am neither counsel for, related to, or employed by any of the parties to the action in which this hearing is taken and further, that I am not a relative or employee of any attorney or counsel employed by the parties thereto, nor financially or otherwise interested in the outcome of this matter.

---

Cheryl Jefferies  
Certified Court Reporter

	<b>administered (1)</b> 17:2	<b>6:11</b>	<b>awarded (1)</b> 12:10	<b>both (1)</b> 28:5
<b>\$</b>	<b>Administration (2)</b> 5:3;18:20	<b>approaches (1)</b> 7:4	<b>awarding (1)</b> 21:10	<b>bottom (1)</b> 18:13
<b>\$10.06 (1)</b> 15:9	<b>advised (1)</b> 28:9	<b>approximately (3)</b> 19:4,6;22:16	<b>aware (1)</b> 30:17	<b>brief (1)</b> 24:21
<b>\$100,000 (1)</b> 14:17	<b>advisement (1)</b> 34:8	<b>Area (10)</b> 15:5,8,13,13,15,18, 19;16:1,10;21:4	<b>B</b>	<b>bring (2)</b> 20:1;31:1
<b>\$13.39 (1)</b> 15:2	<b>Affidavit (11)</b> 12:15,16;13:12,14; 16:14,16,19;21:1; 25:20,21;26:11	<b>areas (1)</b> 15:21	<b>back (1)</b> 21:6	<b>broad (1)</b> 23:9
<b>\$28 (1)</b> 10:3	<b>affirmation (1)</b> 33:3	<b>Article (1)</b> 14:19	<b>background (2)</b> 20:20,21	<b>business (7)</b> 12:17,18;14:1,3; 15:20;21:11;22:5
<b>\$29 (1)</b> 10:4	<b>again (5)</b> 6:10;7:17;18:21; 22:4;29:20	<b>Arundel (1)</b> 15:16	<b>Balance (1)</b> 27:6	<b>C</b>
<b>A</b>	<b>agency (1)</b> 29:14	<b>assessed (1)</b> 29:17	<b>Baltimore (2)</b> 15:17,17	<b>call (2)</b> 20:19;36:4
<b>AABB (3)</b> 18:3,5;23:20	<b>agenda (1)</b> 7:16	<b>Assessment (1)</b> 13:4	<b>based (1)</b> 16:6	<b>can (13)</b> 8:21;12:18;18:10; 21:5;22:19;28:6,12; 30:18;31:7,7;33:12, 20;35:10
<b>ability (1)</b> 26:14	<b>Agreement (8)</b> 13:15,16;14:1,2; 16:15,16,19;25:21	<b>Assessments (1)</b> 12:20	<b>basically (1)</b> 20:11	<b>Capabilities (1)</b> 27:4
<b>above (1)</b> 7:5	<b>allow (3)</b> 11:17;31:2,10	<b>assist (1)</b> 20:6	<b>beginning (1)</b> 8:11	<b>capable (1)</b> 26:13
<b>acceptable (3)</b> 11:20;32:9,11	<b>allowance (1)</b> 30:16	<b>Assistant (2)</b> 2:4;6:4	<b>behalf (1)</b> 18:19	<b>case (2)</b> 19:18;20:7
<b>accepted (1)</b> 12:2	<b>alter (1)</b> 24:12	<b>Associate (1)</b> 14:1	<b>Bernice (6)</b> 2:6;6:1,1;14:7,11; 17:17	<b>cases (4)</b> 7:1;8:8;30:19; 33:13
<b>accompany (1)</b> 12:5	<b>alternate (2)</b> 12:1;30:21	<b>associated (2)</b> 22:11,12	<b>best (1)</b> 7:3	<b>Center (1)</b> 9:20
<b>according (1)</b> 34:12	<b>amend (1)</b> 24:12	<b>attached (1)</b> 24:14	<b>Bid (37)</b> 6:18;11:7,9,12; 12:5,6,8,11,11,12,15; 13:10,14,19;14:6; 18:6;23:16,17,18; 24:2,6,6,10,12,14,16, 19;25:18;27:10; 28:11,15,18;30:15,21, 21;31:3,10	<b>certain (4)</b> 14:13,15;33:15; 34:10
<b>Account (2)</b> 2:14,15	<b>amount (1)</b> 34:10	<b>Attachment (17)</b> 12:13,16;13:11,19; 18:11,13;19:11,13,14; 25:19;26:1,9,10,11; 32:16,19;34:14	<b>Bid/Proposal (2)</b> 12:15;25:20	<b>certificate (6)</b> 18:6;23:20;27:8,10, 12,14
<b>Accountability (1)</b> 14:1	<b>ancillary (1)</b> 29:8	<b>attachments (9)</b> 13:9,10;16:13; 19:10,15;20:5;21:1; 25:18;35:5	<b>bidder (26)</b> 9:8;12:10,21;13:5; 17:18,21;18:3,7;24:1, 5,8;25:1,10,12,13,14; 26:2,4,8,17;27:1,4,8, 16;28:1,8	<b>Certification (1)</b> 23:20
<b>Accredited (1)</b> 18:4	<b>Angie (25)</b> 2:13;5:4,4;28:20, 20;29:4;30:2,11;31:9, 14,17;32:8,14,18,21; 33:2,12,19;34:5,9,18, 18;35:3,7,12	<b>ATTENDANCE (2)</b> 2:1;23:10	<b>certified (1)</b> 28:4	<b>CHANG (5)</b> 2:4;6:3,3;30:8;34:3
<b>acknowledge (1)</b> 24:19	<b>Angie's (1)</b> 34:2	<b>attending (1)</b> 35:17	<b>change (2)</b> 17:13;30:21	<b>change (2)</b> 17:13;30:21
<b>Acknowledgement (1)</b> 13:7	<b>Anne (1)</b> 15:16	<b>attention (3)</b> 19:16;20:2;31:1	<b>Check (2)</b> 20:21,21	<b>Child (4)</b> 5:2;6:21;8:8;18:19
<b>across (1)</b> 19:12	<b>Annotated (1)</b> 14:19	<b>Attorney (2)</b> 2:4;6:4	<b>chooses (1)</b> 28:1	<b>City (1)</b> 15:17
<b>Act (1)</b> 14:1	<b>announcement (1)</b> 21:19	<b>Audit (1)</b> 22:14	<b>claim (1)</b> 25:7	<b>claimed (1)</b> 25:3
<b>action (1)</b> 27:19	<b>annual (1)</b> 17:11	<b>August (2)</b> 11:14;35:20	<b>clarify (1)</b> 34:20	<b>clarifying (1)</b>
<b>Actually (2)</b> 7:2;9:14	<b>annually (1)</b> 31:20	<b>Aung (3)</b> 2:8,5;14,14		
<b>add (2)</b> 33:12;34:4	<b>anticipated (1)</b> 8:10	<b>Austin (3)</b> 2:11;5:10,10		
<b>addenda (1)</b> 24:20	<b>Appendix (1)</b> 19:9	<b>authorized (1)</b> 25:1		
<b>addition (3)</b> 16:11;17:3;25:9	<b>applicable (1)</b> 26:9	<b>available (1)</b> 4:16	<b>blank (1)</b> 24:12	
<b>additional (6)</b> 6:16;23:1,4;24:13; 26:4;27:13	<b>appreciate (1)</b>	<b>award (9)</b> 8:17,20;9:5;13:6, 18;14:4;21:19;22:4; 27:11	<b>Bob (4)</b> 2:19;33:21,21;36:5	
<b>address (3)</b> 18:12;21:6;24:7			<b>bolded (1)</b> 33:3	
<b>adjustments (2)</b> 17:11,14				

24:13 <b>clicking (1)</b> 17:8 <b>client (1)</b> 26:16 <b>clients (1)</b> 26:13 <b>clinical (1)</b> 33:14 <b>closing (2)</b> 24:8;35:15 <b>Code (1)</b> 14:19 <b>collect (3)</b> 30:16,19;31:11 <b>collecting (1)</b> 30:20 <b>collection (3)</b> 10:18;20:4;30:14 <b>collections (1)</b> 30:15 <b>collector (2)</b> 29:13,19 <b>coming (2)</b> 6:10;36:2 <b>comment (1)</b> 32:6 <b>commit (1)</b> 25:1 <b>company (1)</b> 4:15 <b>company's (1)</b> 18:9 <b>complete (5)</b> 12:21;13:2,13; 16:18;27:17 <b>completed (9)</b> 14:5;16:17;24:10; 25:18,19,20;26:9,10; 27:3 <b>completes (1)</b> 17:16 <b>concerning (1)</b> 34:17 <b>concluded (1)</b> 36:6 <b>CONFERENCE (9)</b> 4:1,13,16,18;9:13; 11:4;35:17;36:4,6 <b>confidential (4)</b> 12:4;25:4;33:4,8 <b>Confidentiality (2)</b> 12:3;25:8 <b>confirm (3)</b> 29:1,5;33:20 <b>confirming (1)</b> 34:2 <b>Conflict (2)</b> 13:12;26:10 <b>consider (2)</b> 29:20;31:10 <b>consideration (2)</b> 13:6;31:2	<b>considered (1)</b> 11:15 <b>contact (5)</b> 8:19,21;9:3;10:10, 13 <b>contained (2)</b> 7:5;16:12 <b>contains (1)</b> 13:8 <b>contested (2)</b> 6:21;8:8 <b>Contingency/Disaster (3)</b> 21:8;31:18;32:4 <b>contingent (1)</b> 24:14 <b>continuing (1)</b> 7:13 <b>Contract (42)</b> 2:3,13;6:6;7:9,10, 11;8:21;9:4,5;10:1,3, 4,5,11,12;12:9;13:8, 18;14:4,9,17;15:2,4,6, 7;16:2,9;17:12;19:2, 2;21:10;22:13,17,19, 21;23:3,7;27:11,18; 34:11,13;35:18 <b>contractors (2)</b> 14:13,21 <b>contractor's (1)</b> 17:12 <b>Contracts (5)</b> 5:2;14:16;16:14; 26:20,21 <b>contradicts (1)</b> 34:14 <b>copies (3)</b> 26:3,5;35:4 <b>copy (4)</b> 16:17;18:5;27:9,12 <b>CORP (1)</b> 2:12 <b>correctional (1)</b> 19:14 <b>cost (2)</b> 30:18;31:15 <b>costly (1)</b> 29:16 <b>Counties (1)</b> 15:17 <b>county (1)</b> 15:18 <b>course (2)</b> 19:7;20:5 <b>court (1)</b> 4:12 <b>covered (2)</b> 15:1,9 <b>Craig (1)</b> 2:18 <b>criminal (2)</b> 20:20,21 <b>CSCD (1)</b> 30:14	<b>CSEA (5)</b> 2:3;6:6;7:2,17; 23:21 <b>CSEA's (2)</b> 18:8,9 <b>current (9)</b> 7:8;9:18,19;10:1,2, 12;19:2;26:19;27:9 <b>currently (2)</b> 7:7;27:1	<b>D</b>	<b>Daphney (3)</b> 2:10;5:20,20 <b>date (9)</b> 11:8,9,12,20;13:1; 24:8;28:5,12,15 <b>dated (1)</b> 28:9 <b>dates (1)</b> 23:8 <b>day (1)</b> 28:13 <b>days (9)</b> 11:7;13:17;14:3; 21:11,18,19;22:5,18, 21 <b>DDC (3)</b> 2:16;5:19;34:1 <b>Debbie (1)</b> 5:10 <b>Deborah (2)</b> 2:11;5:10 <b>December (2)</b> 8:12;19:3 <b>defined (1)</b> 7:5 <b>definition (2)</b> 29:11,19 <b>deleted (1)</b> 33:6 <b>deliver (1)</b> 28:1 <b>Deliverables (2)</b> 23:5,6 <b>delivery (5)</b> 11:18;27:21;28:2,8, 11 <b>Department (9)</b> 4:5;8:4,16;12:19; 13:3;17:2,6;28:3,7 <b>Deputy (2)</b> 2:7;5:13 <b>described (3)</b> 24:2,11;27:19 <b>designated (1)</b> 12:4 <b>determination (1)</b> 16:20 <b>determined (3)</b> 15:12;16:1,9 <b>devices (1)</b>	33:7 <b>DHR (6)</b> 2:5;4:17;5:11,14; 11:1,11 <b>Diagnostic (1)</b> 9:20 <b>different (2)</b> 10:7;15:21 <b>difficult (1)</b> 29:15 <b>difficulties (1)</b> 30:4 <b>Director (4)</b> 2:3;5:2,13;6:6 <b>Directory (1)</b> 2:7 <b>Disaster (1)</b> 21:12 <b>Disclosure (2)</b> 13:13;26:11 <b>discretion (1)</b> 8:15 <b>disqualify (1)</b> 13:4 <b>Dixon (3)</b> 2:9;5:16,16 <b>DLLR (2)</b> 17:7,11 <b>DNA (1)</b> 9:19 <b>document (3)</b> 6:17;10:11;14:5 <b>documentation (2)</b> 23:19;25:15 <b>documentations (1)</b> 18:12 <b>documenting (1)</b> 26:14 <b>documents (1)</b> 26:4 <b>done (2)</b> 19:4;22:20 <b>donor (1)</b> 10:18 <b>down (3)</b> 7:16;30:10;32:13 <b>due (9)</b> 11:8,9,12,20;13:1; 23:8;28:12,15;35:19 <b>duration (1)</b> 8:10 <b>during (1)</b> 22:20	<b>E</b>	<b>Effective (1)</b> 14:20 <b>eight (1)</b> 20:3 <b>either (2)</b> 16:5;27:21 <b>electronic (1)</b>	33:7 <b>electronically (1)</b> 33:5 <b>e-mail (1)</b> 11:5 <b>eMarylandMarketplace (6)</b> 4:17;9:7,9,16;11:1, 11 <b>employee (3)</b> 15:1,9;20:18 <b>employees (2)</b> 14:15;16:4 <b>encounters (1)</b> 10:17 <b>End (3)</b> 22:17,18;23:3 <b>ending (1)</b> 8:12 <b>Enforcement (2)</b> 5:3;18:20 <b>ensure (1)</b> 11:18 <b>entitled (2)</b> 4:9;16:13 <b>entity (3)</b> 12:18;25:11;26:21 <b>envelop (1)</b> 24:4 <b>Escalation (1)</b> 22:2 <b>establishing (2)</b> 6:21;8:7 <b>everyone (1)</b> 4:11 <b>exclusively (1)</b> 25:13 <b>Executive (1)</b> 2:15 <b>exercised (1)</b> 8:15 <b>expand (1)</b> 7:2 <b>expanded (1)</b> 7:13 <b>expanding (1)</b> 7:9 <b>expedite (1)</b> 14:4 <b>explaining (1)</b> 30:4 <b>explanation (1)</b> 25:7 <b>Express (1)</b> 28:3 <b>extension (1)</b> 11:16
		<b>F</b>		<b>facilitate (1)</b> 12:6 <b>facility (1)</b> 18:4				



<b>factor (1)</b> 17:14	2:4;6:4;8:3	<b>includes (5)</b> 15:15,18;19:5,13, 14	<b>Jeffries (5)</b> 2:6;6:1,2;14:7,11	<b>Licensing (2)</b> 17:3,6
<b>failure (2)</b> 13:2;16:18	<b>Genetic (7)</b> 4:9;6:19;7:11;8:6; 19:1,4;35:18	<b>independent (3)</b> 29:15,18;30:5	<b>jurisdictions (4)</b> 7:1,8,10;8:9	<b>limits (2)</b> 27:15;29:17
<b>fall (1)</b> 35:7	<b>George's (1)</b> 15:16	<b>indicate (2)</b> 9:8;25:10	<b>K</b>	<b>list (7)</b> 18:8,9;23:6,21; 26:19,20;27:17
<b>favorable (2)</b> 12:11,12	<b>goal (2)</b> 22:11,12	<b>indicates (1)</b> 31:19	<b>KANG (26)</b> 2:2;4:4,5,20;6:5; 7:21;8:4;17:17,19; 23:17;29:3;30:1,6,9; 31:6,12,16;32:1,1,2; 34:7,16;35:2,6,10,13, 16	<b>listed (7)</b> 18:12;20:15;21:5, 15;22:8,15;23:8
<b>Federal (4)</b> 13:7,8,9;26:9	<b>Good (2)</b> 4:4;6:9	<b>individual (2)</b> 24:21;29:13	<b>Kelly (1)</b> 2:18	<b>little (1)</b> 7:15
<b>feel (2)</b> 20:1;23:12	<b>granted (1)</b> 11:16	<b>individuals (1)</b> 19:6	<b>key (3)</b> 19:10,15;20:11	<b>Living (17)</b> 14:8,10,12,12;15:1, 11;16:6,12,13,19; 17:1,3,8,10,13,16; 25:20
<b>few (2)</b> 21:3;29:5	<b>GREEN (15)</b> 2:3;5:1,1;6:5,9; 18:16;31:4;32:2,10, 17,20;33:1,10,17;36:1	<b>industry (2)</b> 23:11;29:12	<b>kind (1)</b> 34:14	<b>local (1)</b> 11:14
<b>filed (1)</b> 17:5	<b>Guaranteeing (1)</b> 26:8	<b>information (14)</b> 4:7;6:16;8:3;10:14; 16:11;17:4;21:2;25:3, 6,12;33:5,8,15;34:12	<b>L</b>	<b>located (2)</b> 16:5,8
<b>final (1)</b> 13:5	<b>Gutendorf (4)</b> 2:19;33:21;34:1; 36:5	<b>inspection (1)</b> 12:7	<b>LAB (1)</b> 2:12	<b>long (1)</b> 33:17
<b>Finance (1)</b> 14:18	<b>H</b>	<b>instructions (3)</b> 23:2,4;24:11	<b>LabCorp (5)</b> 5:5,7,9;28:21;34:19	<b>look (1)</b> 7:19
<b>Financial (2)</b> 27:4,5	<b>hand (2)</b> 28:1,8	<b>Insurance (9)</b> 13:21;21:16,17,20; 27:8,10;29:16;30:4,5	<b>label (2)</b> 24:6,6	<b>looking (1)</b> 20:9
<b>finished (1)</b> 23:15	<b>Health (1)</b> 13:21	<b>insured (1)</b> 27:13	<b>Labeling (1)</b> 24:5	<b>Loss (1)</b> 27:6
<b>first (1)</b> 10:3	<b>hope (1)</b> 6:13	<b>intends (1)</b> 8:16	<b>Labor (2)</b> 17:2,6	<b>lot (1)</b> 21:3
<b>five (8)</b> 9:12;11:7;21:17; 26:2,5,17;27:3;35:4	<b>hour (2)</b> 15:2,10	<b>interest (4)</b> 6:11;7:19;13:12; 26:11	<b>laboratories (3)</b> 18:8,10;24:1	<b>lowest (1)</b> 12:13
<b>following (1)</b> 26:6	<b>Howard (4)</b> 2:15;5:8,8;15:16	<b>into (3)</b> 17:14;19:19;28:14	<b>Laboratory (2)</b> 20:7;33:15	<b>M</b>
<b>Form (9)</b> 11:2;24:10,13,15; 25:18;30:15,21;31:3, 10	<b>Htut (3)</b> 2:8;5:14,14	<b>introducing (1)</b> 4:19	<b>language (1)</b> 24:14	<b>mail (4)</b> 27:21;28:3,4,4
<b>Format (2)</b> 23:16,18	<b>HUBERT (5)</b> 2:4;6:3,3;30:8;34:3	<b>Introduction (1)</b> 4:3	<b>last (10)</b> 9:16;10:5,19;22:20; 26:17;27:3,7;32:15; 33:2;34:19	<b>mailing (1)</b> 11:17
<b>forms (1)</b> 28:5	<b>Human (2)</b> 4:5;8:5	<b>Invitation (5)</b> 4:8;6:18;8:5;18:2; 28:18	<b>later (2)</b> 11:3,13	<b>main (4)</b> 20:19;21:17;22:2,7
<b>forth (1)</b> 27:15	<b>I</b>	<b>Invoice (1)</b> 22:8	<b>Law (6)</b> 14:12;17:1,16; 33:13,14;34:6	<b>maintain (1)</b> 34:10
<b>forward (1)</b> 7:19	<b>ID (1)</b> 20:19	<b>Invoicing (1)</b> 22:7	<b>layed (1)</b> 20:5	<b>maintained (2)</b> 20:9;33:16
<b>four (3)</b> 9:13;20:8;21:8	<b>identification (1)</b> 20:18	<b>issued (1)</b> 6:18	<b>least (4)</b> 11:7;15:2,9;26:12	<b>majority (2)</b> 15:12;16:7
<b>four4 (1)</b> 20:15	<b>IFB (22)</b> 2:2;4:21;6:11,17; 7:6,14,19;8:2,5,17; 9:1;10:6,8,15;13:11; 17:20;22:11;24:7; 25:2;26:15;27:15; 34:17	<b>issuing (1)</b> 8:5	<b>leave (1)</b> 24:12	<b>making (1)</b> 6:7
<b>fourteen (2)</b> 22:18,20	<b>incarcerated (2)</b> 19:5,6	<b>items (1)</b> 24:12	<b>legal (1)</b> 27:19	<b>management (3)</b> 7:3;19:19;20:12
<b>frame (1)</b> 19:7	<b>Incident (1)</b> 21:13	<b>J</b>	<b>less (1)</b> 31:13	<b>Manager (5)</b> 2:13,14;9:2;20:13; 23:1
<b>Funding (1)</b> 13:7	<b>include (2)</b> 24:13;27:5	<b>J2 (1)</b> 32:16	<b>Letter (6)</b> 9:10;24:18,18,20; 25:5,9	<b>many (1)</b> 19:21
<b>funds (3)</b> 13:8,9;26:9	<b>included (5)</b> 12:16;13:10;15:19; 25:5,8	<b>James (3)</b> 2:7;5:12,12	<b>levels (1)</b> 7:5	<b>Marcus (3)</b> 2:15;5:8,8
<b>further (1)</b> 7:15		<b>January (1)</b> 19:3		<b>Maryland (6)</b> 7:1;14:11,19;17:1, 5;27:1
<b>G</b>				<b>Maryland's (1)</b>
<b>G-1 (2)</b> 16:13;26:1				
<b>General (3)</b>				

8:9 <b>Material (1)</b> 12:4 <b>may (10)</b> 10:13;13:4;14:17; 17:5,12;25:15;27:21; 33:8,8,10 <b>maybe (2)</b> 9:16;28:12 <b>MBE (2)</b> 22:10,11 <b>McCray (3)</b> 2:10;5:20,20 <b>Miles (3)</b> 2:14;5:6,6 <b>Miller (25)</b> 2:13;5:4,4;28:20, 20:29;4:30;2,11;31:9, 14,17;32:8,14,18,21; 33:2,12,19;34:5,9,18, 18;35:3,7,12 <b>minimum (7)</b> 14:14;17:18,20,21; 18:1;23:19;25:15 <b>Monday (2)</b> 11:14;35:20 <b>Montgomery (1)</b> 15:15 <b>months (1)</b> 10:19 <b>more (7)</b> 10:16;14:17;15:3,7; 16:2;34:16;35:13 <b>morning (2)</b> 4:4;6:9 <b>most (2)</b> 12:11,12 <b>moving (1)</b> 19:17 <b>Multiple (1)</b> 12:1 <b>must (9)</b> 9:6;11:12;12:14,18; 13:16;14:2;16:16; 17:14;18:7	<b>nine (1)</b> 22:16 <b>non-confidential (1)</b> 12:7 <b>non-critical (1)</b> 29:8 <b>Non-Disclosure (1)</b> 13:15 <b>note (3)</b> 4:12;10:5;17:10 <b>noted (1)</b> 25:4 <b>noticed (1)</b> 30:15 <b>notification (3)</b> 13:17;14:3;22:4 <b>November (1)</b> 8:13 <b>null (1)</b> 22:13 <b>number (9)</b> 9:9,14,15,15,17; 10:9;18:7;19:11;24:7	<b>original (4)</b> 16:17;26:3,6;35:4 <b>otherwise (2)</b> 13:5;28:10 <b>ourselves (1)</b> 4:19 <b>out (7)</b> 20:6,16;21:5;22:9, 15;23:8;36:2 <b>outside (1)</b> 29:6 <b>over (2)</b> 19:7;23:7 <b>overview (2)</b> 18:17;23:10	<b>permitting (1)</b> 11:9 <b>person (2)</b> 29:15;30:5 <b>Personnel (2)</b> 20:10,11 <b>pertaining (3)</b> 10:15;17:4;32:15 <b>pertains (1)</b> 25:12 <b>place (5)</b> 7:12;9:4;15:13; 23:4;35:8 <b>Plan (2)</b> 21:12;32:3 <b>Plans (2)</b> 21:8;31:18 <b>Please (9)</b> 4:12,14;9:21;10:5; 24:6;26:20;27:18; 28:12;35:19 <b>pm (2)</b> 11:14;35:20 <b>point (2)</b> 8:19;9:3 <b>population (1)</b> 19:5 <b>Portability (1)</b> 13:21 <b>portion (1)</b> 12:7 <b>possible (1)</b> 13:20 <b>Postal (1)</b> 28:2 <b>posted (3)</b> 9:15;11:1,10 <b>postmark (1)</b> 11:19 <b>potential (1)</b> 12:21 <b>practices (1)</b> 7:3 <b>PRE-BID (2)</b> 4:1;35:17 <b>preferably (1)</b> 27:5 <b>prescribed (1)</b> 27:14 <b>present (2)</b> 8:1;17:19 <b>previously (1)</b> 6:16 <b>price (10)</b> 9:21;10:2;12:12,12, 13;17:12;24:10; 25:19;30:16,19 <b>pricing (3)</b> 17:15;31:11,13 <b>Prince (4)</b> 2:14;5:6,6;15:16 <b>prior (6)</b> 8:20;9:12;11:7;	13:1;22:18;26:19 <b>Priority (1)</b> 28:4 <b>Problem (1)</b> 22:1 <b>problems (1)</b> 28:14 <b>Procedure (1)</b> 22:2 <b>processes (1)</b> 7:4 <b>processing (1)</b> 14:4 <b>Procurement (23)</b> 2:2,6,7,8,9,10,11; 4:20;5:2,11,13,15,17, 21:6;2:8;18;10:13; 11:13,19,21;14:19; 21:21;22:6 <b>Profit (1)</b> 27:6 <b>Project (4)</b> 9:2;20:12,13;22:21 <b>proposal (3)</b> 10:11;16:18;17:15 <b>proposals (1)</b> 7:20 <b>proposed (2)</b> 13:17;14:3 <b>proposing (1)</b> 34:4 <b>proprietary (1)</b> 25:6 <b>provide (10)</b> 6:15,19;7:4;8:6; 9:21;26:14,20;27:9, 17,19 <b>provided (5)</b> 6:17;13:16;14:2; 21:11;26:17 <b>providing (2)</b> 23:1;31:5 <b>public (3)</b> 10:10,14;12:6 <b>pulled (1)</b> 34:15 <b>purpose (3)</b> 6:20;8:7;24:18 <b>purposes (1)</b> 8:19 <b>put (1)</b> 35:10
<b>N</b>	<b>O</b>	<b>P</b>		
<b>name (6)</b> 4:4,14,14;9:18,19; 24:7 <b>naming (1)</b> 27:12 <b>nature (1)</b> 25:6 <b>necessary (1)</b> 18:11 <b>need (1)</b> 23:12 <b>Nessler (3)</b> 2:17;5:18,19 <b>new (1)</b> 7:10	<b>obligations (1)</b> 17:4 <b>obtain (1)</b> 29:16 <b>obtaining (1)</b> 30:5 <b>Offer (1)</b> 16:20 <b>Offeror (2)</b> 15:8;17:20 <b>Offerors (1)</b> 17:14 <b>Officer (9)</b> 2:2;4:21;8:18; 10:14;11:13,19,21; 21:21;22:6 <b>once (4)</b> 9:3;32:7,8,10 <b>one (11)</b> 8:14,16;10:16; 20:11;23:20;24:3; 29:9;30:7;34:13,19; 35:1 <b>only (3)</b> 7:8;28:4,5 <b>oOo- (1)</b> 2:21 <b>opening (3)</b> 6:7,8;7:17 <b>operations (1)</b> 15:20 <b>option (1)</b> 8:14 <b>order (3)</b> 9:5;11:15;12:6 <b>Organization (1)</b> 26:7	<b>package (2)</b> 24:4;35:9 <b>Page (3)</b> 29:7;30:13;31:17 <b>paid (1)</b> 14:14 <b>Parent (1)</b> 26:7 <b>parentage (1)</b> 6:20 <b>part (2)</b> 7:8;33:14 <b>PARTICIPANTS (3)</b> 2:5,12,16 <b>participating (1)</b> 36:3 <b>particular (1)</b> 34:13 <b>past (1)</b> 34:11 <b>Paternity (9)</b> 4:9;6:21;8:6,8;18:8, 10;19:1;23:21;35:18 <b>pay (3)</b> 15:1,9;16:1 <b>PEP (1)</b> 22:5 <b>per (6)</b> 10:1,2,3,4;15:2,9 <b>percent (3)</b> 15:3,7;16:2 <b>perform (1)</b> 16:4 <b>Performance (1)</b> 26:8 <b>performed (4)</b> 15:4,8;16:3;19:12 <b>performing (1)</b> 27:2 <b>period (1)</b> 33:18 <b>permanently (1)</b> 33:6 <b>permitted (1)</b> 11:3		
				<b>Q</b>
				<b>qualification (1)</b> 23:19 <b>Qualifications (5)</b> 17:18,21;18:1,2; 25:15 <b>question's (1)</b> 29:21 <b>quite (1)</b>

21:3	18:21;19:21	revising (1) 31:10	7:5;14:15;16:14; 28:2	31:10,12
<b>R</b>	<b>relation (1)</b> 29:11	<b>right (4)</b> 28:14;30:11;32:2, 14	<b>Services (24)</b> 2:3;4:10;6:6,19,20; 7:4,13,14;8:7,10; 14:16;15:3,6,12;16:5, 7:19;1:25:1;26:15,17; 27:2,2;29:8;35:18	<b>Staffing (1)</b> 20:10
<b>rate (3)</b> 15:11,21;16:6	<b>Relationship (1)</b> 18:4	<b>run (1)</b> 28:14	<b>set (1)</b> 27:15	<b>stamped (1)</b> 28:10
<b>rates (2)</b> 14:14;17:10	<b>remarks (4)</b> 6:7,8;7:17;35:15	<b>S</b>	<b>seven (3)</b> 21:14;33:20;34:1	<b>start (1)</b> 4:18
<b>readily (1)</b> 12:5	<b>remember (1)</b> 35:19	<b>Samantha (3)</b> 2:17;5:18,18	<b>shall (19)</b> 12:4,5,9;13:13; 15:1,8;18:3,6;23:18; 24:1;25:8,10,14;26:2, 5,16;27:5,9,16	<b>State (26)</b> 4:9,14;8:15;9:2; 12:18,19;13:3;14:15, 17,18;15:2,6,14,19; 17:5;18:21;19:12; 22:19,21;26:19,21; 27:13;29:18;31:7,9; 35:17
<b>realize (1)</b> 31:15	<b>report (2)</b> 20:15;22:14	<b>same (1)</b> 35:9	<b>sharing (1)</b> 4:7	<b>stated (1)</b> 25:2
<b>realized (1)</b> 30:18	<b>reporter (1)</b> 4:12	<b>sample (1)</b> 30:15	<b>Sheet (2)</b> 25:19;27:6	<b>Statement (3)</b> 26:7;27:6;33:4
<b>really (2)</b> 6:10;23:12	<b>reporting (3)</b> 17:4;20:8,14	<b>SANG (26)</b> 2:2;4:4,5,20;6:5; 7:21;8:4;17:17,19; 23:17;29:3;30:1,6,9; 31:6,12,16;32:1,12; 34:7,16;35:2,6,10,13, 16	<b>showing (1)</b> 6:11	<b>Statements (1)</b> 27:5
<b>receipt (6)</b> 11:18;13:1;24:9,19; 28:6,10	<b>reports (2)</b> 22:10,10	<b>savings (2)</b> 30:18;31:15	<b>sign (1)</b> 13:13	<b>State's (1)</b> 16:12
<b>receive (3)</b> 9:5;21:10;28:11	<b>request (6)</b> 6:12;7:19;10:10; 18:18;21:9;32:3	<b>saying (1)</b> 34:2	<b>signatures (3)</b> 26:3,6;35:4	<b>statewide (1)</b> 7:9
<b>received (2)</b> 11:13,21	<b>requested (2)</b> 9:8;26:13	<b>Scope (7)</b> 7:14;10:6,7;18:15, 17;23:15;30:12	<b>signed (4)</b> 4:11;24:21;26:6; 28:9	<b>statutory (1)</b> 31:21
<b>recipients (1)</b> 16:7	<b>requests (2)</b> 10:15;11:15	<b>sealed (2)</b> 24:4,6	<b>single (2)</b> 8:17;24:4	<b>step-by-step (1)</b> 23:13
<b>recommendation (1)</b> 13:6	<b>require (3)</b> 20:12,13;21:20	<b>Section (27)</b> 8:1,3,18;12:1,3,9, 14,17;13:16;17:18, 19;18:15;19:9,18; 20:3;21:7,13;22:1,3; 23:16,17;24:3,16; 25:17;29:7;32:1,17	<b>sites (2)</b> 19:13,15	<b>storage (1)</b> 33:7
<b>recommended (2)</b> 12:21;13:18	<b>required (9)</b> 23:7;24:2,5,16; 25:16,17;33:13,14; 34:5	<b>sections (1)</b> 19:20	<b>six (2)</b> 19:18;29:2	<b>stored (4)</b> 33:5,8,9,11
<b>recommends (1)</b> 28:3	<b>requirement (3)</b> 16:12;21:14;31:21	<b>secure (1)</b> 28:9	<b>SOC (1)</b> 22:14	<b>strongly (1)</b> 12:20
<b>record (2)</b> 4:15;10:10	<b>requirements (27)</b> 7:14;14:8,10;16:14; 18:18;19:17,19,21; 20:4,8,15,17,19;21:3, 9,14,16,17,20;22:3,8, 15,16;23:2;25:2,21; 34:13	<b>Security (1)</b> 20:17	<b>sole (2)</b> 8:15,19	<b>subcontractor (3)</b> 29:12,20;30:3
<b>records (1)</b> 34:10	<b>requires (2)</b> 14:12,13	<b>seek (1)</b> 6:19	<b>solicitation (2)</b> 8:20;14:16	<b>subcontractors (4)</b> 14:14,21;27:16,17
<b>Recovery (4)</b> 21:8,12;31:18;32:4	<b>Resources (2)</b> 4:6;8:5	<b>seeking (1)</b> 7:2	<b>sometimes (1)</b> 28:13	<b>subject (3)</b> 14:18,21;17:11
<b>Redditt (3)</b> 2:7;5:12,12	<b>respond (2)</b> 32:4,13	<b>send (4)</b> 13:19;18:11;27:12; 28:12	<b>sorry (2)</b> 30:13;32:20	<b>submission (2)</b> 17:15;35:1
<b>refer (1)</b> 18:10	<b>responded (1)</b> 6:14	<b>sent (1)</b> 28:14	<b>speak (1)</b> 18:19	<b>submissions (2)</b> 24:2,17
<b>reference (2)</b> 25:4;26:16	<b>Response (3)</b> 11:2;21:13;35:14	<b>sentence (1)</b> 33:3	<b>specialty (1)</b> 21:4	<b>submit (10)</b> 12:14;13:9,14; 16:19;23:18;24:2; 25:14;26:2,5;29:1
<b>References (2)</b> 26:12,13	<b>Responses (2)</b> 9:11;10:21	<b>separable (1)</b> 12:5	<b>specific (3)</b> 15:11;23:3;34:4	<b>submitted (12)</b> 11:5,7;14:6;16:17; 18:6;21:21;22:6; 25:12;29:6,10;35:1,8
<b>refined (1)</b> 7:6	<b>responsible (1)</b> 12:10	<b>separately (1)</b> 35:9	<b>specifically (2)</b> 32:6,16	<b>submitting (2)</b> 10:11;12:10
<b>regard (1)</b> 30:13	<b>responsive (2)</b> 12:11;16:21	<b>September (1)</b> 14:20	<b>specifics (1)</b> 19:20	<b>subsidiary (1)</b> 25:11
<b>regarding (4)</b> 4:8;9:1;16:11; 28:17	<b>result (2)</b> 8:17;16:20	<b>service (4)</b>	<b>specified (1)</b> 26:15	<b>substantially (1)</b> 10:7
<b>Regional (1)</b> 2:15	<b>retained (1)</b> 34:12		<b>specimen (4)</b> 10:18;20:4;29:13; 30:14	<b>substantive (1)</b> 11:10
<b>registered (2)</b> 9:6;12:19	<b>review (1)</b> 21:1		<b>staff (6)</b> 30:14,16,19,20;	<b>successful (1)</b> 13:5
<b>registration (2)</b> 13:1,3	<b>reviewing (1)</b> 7:20			
<b>regulation (1)</b> 17:3				
<b>Regulations (1)</b> 17:6				
<b>reiterate (2)</b>				

<b>sufficient (1)</b> 11:18	<b>Tier (10)</b> 15:4,8,13,13,15,18, 19;16:5,5,10	28:3	<b>writing (4)</b> 29:21;30:7,10; 32:13	14:20;19:3
<b>suggested (1)</b> 14:5	<b>tiers (1)</b> 15:21	<b>V</b>	<b>wwwdllrmarylandgov (1)</b> 17:8	<b>2015 (3)</b> 8:12;11:15;35:20
<b>summary (1)</b> 27:19	<b>timely (1)</b> 11:18	<b>value (3)</b> 15:4,7;16:2	<b>Y</b>	<b>2018 (1)</b> 8:13
<b>Supervisor (1)</b> 2:8	<b>time-stamped (1)</b> 28:10	<b>valued (3)</b> 14:17;15:3,6	<b>Year (5)</b> 7:12;32:5,7,8,10	<b>235 (1)</b> 19:6
<b>Support (4)</b> 5:3;6:21;8:8;18:19	<b>Title (2)</b> 14:18;24:7	<b>VASHTI (17)</b> 2:3;5:1,1;6:5,9; 7:21;18:14,16,31;4; 32:2,10,17,20;33:1, 10,17;36:1	<b>years (8)</b> 8:11;10:4,5;26:18; 27:3,7;33:20;34:1	<b>24 (3)</b> 7:10;8:9;10:19
<b>sure (1)</b> 34:15	<b>Today (3)</b> 4:7;6:13;11:4	<b>vendor (5)</b> 6:19;9:9,18,19; 29:17	<b>1</b>	<b>26th (1)</b> 14:20
<b>Sykes (1)</b> 9:3	<b>together (3)</b> 34:15;35:8,11	<b>vendors (1)</b> 9:6	<b>3</b>	<b>29 (1)</b> 31:17
<b>systems (1)</b> 33:7	<b>Total (5)</b> 12:11,12;15:4,7; 16:2	<b>verified (1)</b> 28:6	<b>1 (11)</b> 8:1,3;9:14,15;15:5, 13,15,19;16:5,10,18;3	<b>3 (4)</b> 8:11;9:21;18:15; 26:12
<b>T</b>	<b>training (1)</b> 30:14	<b>via (2)</b> 2:18,19	<b>1.12 (1)</b> 12:1	<b>3.11 (1)</b> 23:5
<b>table (1)</b> 6:14	<b>transcribing (1)</b> 4:13	<b>viewed (1)</b> 29:18	<b>1.14 (1)</b> 12:3	<b>3.2.1 (1)</b> 19:18
<b>talked (1)</b> 34:21	<b>transcript (1)</b> 4:15	<b>violent (1)</b> 10:17	<b>1.15 (1)</b> 12:9	<b>3.2.2 (1)</b> 20:3
<b>talks (1)</b> 29:7	<b>Transition (1)</b> 22:17	<b>void (1)</b> 22:13	<b>1.25 (1)</b> 12:14	<b>3.2.5 (1)</b> 20:14
<b>Taxation (2)</b> 12:20;13:4	<b>transmit (1)</b> 24:19	<b>VSBE (2)</b> 22:10,12	<b>1.28 (1)</b> 12:17	<b>3.3.3.2 (2)</b> 21:7;31:17
<b>Technical (1)</b> 16:18	<b>Transmittal (5)</b> 9:10;24:17,20;25:5, 9	<b>W</b>	<b>1.37 (1)</b> 13:16	<b>3.3.3.3 (1)</b> 21:13
<b>technician (1)</b> 10:18	<b>twenty-four (1)</b> 8:9	<b>Wage (19)</b> 14:8,10,12,12,14; 15:1,11,21;16:6,12, 13,19;17:1,3,9,10,13, 16;25:20	<b>1.5 (1)</b> 8:18	<b>3.4 (1)</b> 21:16
<b>Technology (1)</b> 21:2	<b>twice (2)</b> 31:19;32:5	<b>Wayne (3)</b> 2:9;5:16,16	<b>10 (6)</b> 13:17;14:2;21:11, 18,19;22:4	<b>3.4.5 (1)</b> 29:7
<b>telephone (2)</b> 2:18,19	<b>two (8)</b> 10:5;15:21;18:1; 20:18,19;22:2,7;27:7	<b>website (5)</b> 4:17;11:2,11;17:7,7	<b>10:00 (1)</b> 4:2	<b>3.5 (1)</b> 22:1
<b>ten (6)</b> 13:17;14:2;21:11, 18,18;22:4	<b>two-year (1)</b> 8:14	<b>week (1)</b> 9:16	<b>10:41 (1)</b> 36:6	<b>30th (1)</b> 8:13
<b>term (1)</b> 23:7	<b>Type (1)</b> 22:14	<b>Welcome (1)</b> 4:5	<b>14 (2)</b> 22:18,21	<b>31 (1)</b> 29:7
<b>termination (1)</b> 34:11	<b>U</b>	<b>well-versed (2)</b> 23:11,14	<b>17 (1)</b> 7:8	<b>3rd (2)</b> 11:14;35:20
<b>test (6)</b> 10:1,2,3,4;31:19; 32:3	<b>uncommon (1)</b> 29:12	<b>within (12)</b> 7:1,6;10:18;13:17; 14:2;21:11,18,18; 26:17;27:3,14;35:9	<b>18 (1)</b> 14:18	<b>4</b>
<b>tested (1)</b> 19:7	<b>under (14)</b> 14:15,16;17:12; 19:1,18;20:4,7,17,20; 21:2,7,16;22:1;34:7	<b>wondered (2)</b> 29:18;31:20	<b>1999 (2)</b> 7:12;19:2	<b>4 (5)</b> 10:9;20:8;21:9; 23:16,17
<b>Testing (13)</b> 4:9;6:20;7:11;8:6; 18:4,8,10;19:1,13; 20:7;22:20;24:1; 35:18	<b>Unless (2)</b> 33:13;34:5	<b>wording (1)</b> 34:4	<b>1st (1)</b> 8:12	<b>4.4 (2)</b> 24:3,16
<b>tests (2)</b> 19:4,11	<b>up (2)</b> 11:8;19:3	<b>words (1)</b> 33:13	<b>2</b>	<b>4.4.10 (1)</b> 27:20
<b>three (4)</b> 8:11;10:3;19:9; 26:12	<b>updated (1)</b> 27:12	<b>Work (7)</b> 7:14;10:6,7;18:15, 17;27:18;30:13	<b>2 (16)</b> 9:15,17;15:8,13,18; 16:6;17:18,19;18:7; 20:18,19;22:2,7,14, 14;27:7	<b>4.4.2 (1)</b> 25:14
<b>Thursday (1)</b> 29:2	<b>upon (4)</b> 16:6;21:10;22:4; 27:11	<b>working (1)</b> 14:15	<b>2:00 (2)</b> 11:14;35:20	<b>4.4.3 (1)</b> 25:17
<b>Tiara (1)</b> 9:2	<b>use (3)</b> 19:10;28:1;29:13		<b>2010 (1)</b> 10:8	<b>45,000 (1)</b> 19:4
<b>tie (1)</b> 30:3	<b>uses (1)</b>		<b>2014 (2)</b>	<b>5</b>

21:17;26:2,5,18; 35:4 <b>50 (3)</b> 15:3,7;16:1				
<b>6</b>				
<b>6 (2)</b> 19:18;29:2				
<b>7</b>				
<b>7 (3)</b> 21:14;33:20;34:1				
<b>8</b>				
<b>8 (1)</b> 20:3				
<b>9</b>				
<b>9 (1)</b> 22:16				