



Request for Proposal (RFP): Biospecimen Sample Collection Kit Services for the MLSC Biobank Program

Ends on Fri, Apr 17, 2026 11:59 PM

1. Background and Purpose

The Massachusetts Life Sciences Center (MLSC) Biobank Program is a statewide, multi-institutional initiative designed to support biomedical research through secure, equitable access to high-quality biospecimens and associated data. The program partners with academic medical centers across the Commonwealth to enable standardized biospecimen collection, processing, storage, and access under MLSC governance frameworks.

As part of this effort, MLSC seeks qualified vendors to provide **standardized biospecimen sample collection kits** to support consistent, high-quality specimen collection across multiple institutions and clinical settings.

The objective of this RFP is to ensure the availability of scalable, compliant, and fit-for-purpose collection kits that support standardized biospecimen acquisition, preserve sample integrity, and enable downstream research applications.

2. Scope of Work

A. Collection Kit Design and Components

- Design and provision of biospecimen collection kits for research use.
- Kits may support one or more biospecimen types, including but not limited to:
 - Whole blood, plasma, serum
 - Tissue and tissue derivatives
 - Biofluids (for example saliva or urine)
 - Stool or other specialty specimens, as applicable
- Inclusion of all required consumables, such as:
 - Collection tubes or containers
 - Preservatives or stabilizing reagents, if applicable
 - Labels, barcodes, and documentation materials
 - Absorbent materials and secondary containment

B. Standardization and Usability

- Kits designed for consistent use across multiple collection sites.
- Clear, user-friendly instructions for clinical and research staff.
- Compatibility with MLSC-defined SOPs and downstream workflows.
- Ability to customize kits by biospecimen type or study need.

C. Labeling and Traceability

- Support for standardized labeling and barcoding.
- Compatibility with MLSC inventory and tracking systems.
- Clear linkage between collected specimens and associated metadata.

D. Packaging and Distribution

- Assembly, packaging, and distribution of kits to multiple participating institutions.
- Ability to scale kit production and distribution volumes.
- Defined processes for replenishment and inventory management.

E. Compliance and Quality

- Compliance with HIPAA and applicable human subject protections, as well as MA regulations for handling human samples.
- Materials suitable for human research biospecimen collection.
- Quality control procedures to ensure kit consistency and reliability.

3. Vendor Qualifications

- Demonstrated experience providing biospecimen collection kits for human research.
- Ability to support large-scale, multi-institutional research programs.
- Proven quality control and supply chain management practices.
- Experience working with academic medical centers or biobanks preferred.

4. Proposal Requirements

Proposals should include an executive summary, kit design and components, standardization and labeling approach, distribution and scalability plan, experience and references, implementation timeline, pricing, and assumptions.

5. Evaluation Criteria

Proposals will be evaluated based on:

- Technical suitability and completeness of kits
- Standardization and usability
- Scalability and logistics capability
- Compliance and quality practices
- Experience and references
- Cost and value

6. Timeline

Deadline: 4.17.2026

Evaluation Period: Proposals will be weighted based on technical expertise, alignment with the MLSC's needs and cost-efficiency. Finalists may be interviewed in mid/late May. A decision will be made in May/June with a tentative commencement in June.

MLSC reserves the right to modify this timeline at its discretion.

7. Additional Terms

For questions regarding this RFP, contact: BioBank@masslifesciences.com

This RFP does not constitute an obligation to fund any proposals. The MLSC reserves the right to modify or cancel this RFP at any time and may request further clarifications or conduct interviews as part of the selection process.

Thank you for your interest in the MLSC Biobank Program

Please read the scope of work prior to submitting the proposal.

Requirements

Proposal Requirements

Responding organizations must submit a complete proposal that addresses the following elements. Proposals that do not include all required components may be considered non-responsive.

Applicant Information

Legal Name of Organization (required)

Primary Point of Contact Name (required)

First Name (required)

Last Name (required)

Primary Point of Contact Email (required)

Primary Point of Contact Phone (required)

Company Website (required)

Headquarters Location (required)

Country (required)

Address (required)

Address Line 2 (optional)

City (required)

State, Province, or Region (required)

Zip or Postal Code (required)

Section 1: Executive Summary

1.1 Overview of Collection Kit Services (required)

Limit: 500 words

Provide a concise summary of your biospecimen sample collection kit offerings and how they align with the MLSC Biobank Program.

Section 2. Collection Kit Design and Components

2.1 Biospecimen Types Supported (required)

Limit: 300 words

Describe the biospecimen types supported by your collection kits.

2.2 Kit Components (required)

Limit: 300 words

Describe the components included in each kit and any customization options.

2.3 Instructions and Usability (required)

Limit: 300 words

Describe instructions provided and usability considerations for clinical and research staff.

2.4 Customization (required)

Yes

No

Are you able to customize collection kit design based on study-specific requirements, including biospecimen type and compatibility with MLSC tracking, labeling, and inventory management systems and other software platforms used within the program?

Section 3. Labeling, Barcoding, and Traceability

3.1 Labeling and Barcoding Approach (required)

Limit: 300 words

Describe labeling and barcoding capabilities and compatibility with inventory systems.

3.2 Metadata and Tracking Support (required)

Limit: 300 words

Describe how kits support linkage to specimen metadata and chain-of-custody.

Section 4. Packaging, Distribution, and Scalability

4.1 Kit Assembly and Packaging (required)

Limit: 300 words

Describe kit assembly, packaging, and quality checks.

4.2 Distribution and Logistic (required)

Limit: 300 words

Describe distribution model, shipping options, and geographic coverage.

4.3 Scalability and Replenishment

Limit: 300 words

Describe ability to scale production and manage replenishment over time.

Section 5. Compliance and Quality

5.1 Regulatory and Ethical Compliance (required)

Limit: 300 words

Describe compliance with HIPAA and applicable human subject protections

5.2 Quality Management Practices (required)

Limit: 300 words

Describe quality control procedures and consistency checks.

5.3 Certification Upload: Please upload documentation for all applicable quality management or operational certifications held by your organization. (required)

Choose File

Upload a file. No files have been attached yet.

Acceptable file types: .csv, .doc, .docx, .odt, .pdf, .rtf, .txt, .wpd, .wpf, .gif, .jpg, .jpeg, .png, .svg, .tif, .tiff

Examples include, but are not limited to:

- ISO 9001 Quality Management
- ISO 20387 Biobanking
- Other relevant third-party audits or certifications

Section 6. Experience and References

6.1 Relevant Experience (required)

Limit: 300 words

Describe prior projects providing biospecimen collection kits for human research.

6.2 References (required)

Limit: 300 words

Provide at least two references, including organization name, contact name, and email.

Section 7. Implementation and Pricing

7.1 Implementation Timeline (required)

Limit: 300 words

Describe onboarding approach and expected timelines.

7.2 Pricing Structure (required)

Limit: 300 words

Describe pricing model, cost assumptions, and any volume-based pricing.

Section 8. Supporting Materials

8.1 Optional Uploads (required)

Choose File

Upload a file. No files have been attached yet.

Acceptable file types: .csv, .doc, .docx, .odt, .pdf, .rtf, .txt, .wpd, .wpf, .gif, .jpg, .jpeg, .png, .svg, .tif, .tiff

Upload sample kit diagrams, instructions, component lists, or photographs.

Save Draft

Apply

Drafts may be visible to the administrators of this program.