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Header  [List View](#)**General Information** | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#) | [Clarification Request](#)**Procurement Folder:** 761566**SO Doc Code:** CRFQ**Procurement Type:** Central Contract - Fixed Amt**SO Dept:** 0506**Vendor ID:** VS0000036904 **SO Doc ID:** EHS2100000001**Legal Name:** TruePani Inc.**Published Date:** 12/17/20**Alias/DBA:****Close Date:** 12/22/20**Total Bid:** \$107,744.74**Close Time:** 13:30**Response Date:** 12/22/2020 **Status:** Closed**Response Time:** 12:11**Solicitation Description:** TESTING FOR LEAD
CONTAMINATION IN SCHOOLS**Responded By User ID:** truepani **Total of Header Attachments:** 3**First Name:** Shannon**Total of All Attachments:** 3**Last Name:** Evanhec**Email:** shannon@truepani.com**Phone:** 678-379-8096



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder: 761566
Solicitation Description: TESTING FOR LEAD CONTAMINATION IN SCHOOLS
Proc Type: Central Contract - Fixed Amt

Solicitation Closes	Solicitation Response	Version
2020-12-22 13:30	SR 0506 ESR12212000000004489	1

VENDOR
 VS0000036904
 TruePani Inc.

Solicitation Number: CRFQ 0506 EHS2100000001
Total Bid: 107744.7400000000052386894822 **Response Date:** 2020-12-22 **Response Time:** 12:11:59
Comments:

FOR INFORMATION CONTACT THE BUYER

Crystal G Husted
 (304) 558-2402
 crystal.g.husted@wv.gov

Vendor Signature X **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Contractor to provide cloud-based software/ platform				2631.73

Comm Code	Manufacturer	Specification	Model #
60104202			

Commodity Line Comments:

Extended Description:

Spec 4.1.1 - Contractor to provide cloud-based software/platform
 Estimated Annual Quantity: 1
 Unit Price x Estimated Quantity=Total Price

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Managing the cloud-based software/platform				35384.62

Comm Code	Manufacturer	Specification	Model #
60104202			

Commodity Line Comments: This line item also includes reporting costs (QAPP / QMP development), etc.

Extended Description:

Managing the cloud-based software/platform
 Estimated Annual Quantity: 1
 Unit Price x Estimated Quantity=Total Price

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Provide Test Kits and Sample Analysis				47389.93

Comm Code	Manufacturer	Specification	Model #
60104202			

Commodity Line Comments: Unit cost of \$24.88

Extended Description:

Spec 4.1.3 - Provide Test Kits and Sample Analysis
 Estimated Annual Quantity: 1905
 Unit Price x Estimated Quantity=Total Price

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Provide training, consultation, and remediation services				22338.46

Comm Code	Manufacturer	Specification	Model #
60104202			

Commodity Line Comments: Unit cost of \$279.23

Extended Description:

Spec 4.1.4 - Provide training, consultation, and remediation services
 Estimated Annual Quantity: 80
 Unit Price x Estimated Quantity=Total Price

Bid Type: Technical Proposal



Prepared By:
TruePani Inc.

**Technical Proposal
For CRFQ EHS210000001
Lead Testing in Drinking Water at Schools and Childcare
Programs**

Prepared For:
The West Virginia Purchasing Division
On Behalf Of:
The Office of Environmental Health

**WEST VIRGINIA
PURCHASING DIVISION**



BUREAU FOR PUBLIC HEALTH
**ENVIRONMENTAL
HEALTH SERVICES**
West Virginia Department of Health and Human Resources



TruePani
Safer Drinking Water. Cleaner Air.

December 17, 2020

To: State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV, 25305

Attn: Crystal G Husted

Email: Crystal.G.Husted@wv.gov
Fax: (304) 558-4115

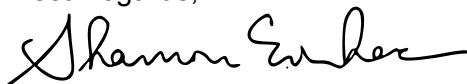
Ms. Husted,

Thank you for considering TruePani as a potential contractor for the Testing for Lead Contamination in Schools (Document ID: CRFQ-0506-EHS210000001-3). Enclosed you will find our proposal for this CRFQ. Over the past four years, TruePani has completed projects similar in scope and scale, while growing our team and expertise as it relates to lead and other drinking water contaminants, the 3Ts program, and data management through cloud-based platforms.

It is TruePani's goal to be the State of West Virginia's preferred partner for efficient and effective first draw and follow-up lead sample collection and analysis, data management, and reporting. Our team recognizes the logistical challenges unique to these types of projects and will work with the State to provide transparent and streamlined communication and updates as the project progresses. The TruePani team is available and prepared to immediately start on this project and create successful outcomes for the State by the contract conclusion on September 30, 2021.

Thank you for the opportunity to work with the State of West Virginia.

Best Regards,



Shannon Evanchec
Co-Founder & CEO, TruePani Inc.
(724) 584-7192

Table of Contents

- I. Executive Summary* 3**
- II. Abbreviations & Definitions* 5**
- III. TruePani Qualifications* 6**
 - Previous Projects..... 6**
 - Lead Sampling and Testing for Drinking Water6
 - Cleantech Consulting8
 - Other Relevant Projects10
 - Project Team..... 10**
 - TruePani References 13**
- IV. Project Services & Deliverables*..... 16**
 - General Project Overview 16**
 - Task 1: Project Management & Reporting 20**
 - Task 2: Cloud-Based Platform 20**
 - Task 3: Communications 22**
 - Task 4: Lab Testing & Test Kits 24**
 - Task 5: Training 24**
 - Task 6: Taking Action..... 25**
- V. Sample Works* 26**
 - 26
- VI. Contract Documents*..... 27**
 - Purchasing Affidavit..... 30**
 - Interested Party Disclosure 31**
 - Addendum Acknowledgement 32**
 - Executed General Terms and Conditions 33**

I. Executive Summary

TruePani Inc. (“TruePani”) is an environmental firm specialized in providing comprehensive consulting services and turnkey project management and execution related to point-of-use drinking water quality for state and local governments, public school districts, private schools, commercial businesses, non-profit organizations, individuals, and governmental clients.

TruePani has a strong reputation for providing cost-effective solutions to challenging environmental problems and contributing to the community through outreach and educational events centered around environmental issues, most notably reducing lead exposure. We assist our clients in making informed decisions that involve environmental risk while meeting practical business goals.

Through robust and reliable site investigations, data, and efficient project management, TruePani provides “boots on the ground”, fully digital, and hybrid approaches to lead sampling and testing. Our goal is to provide high quality results that inform remediation efforts as part of a larger goal to protect public health through the elimination of lead in drinking water. TruePani’s approach to lead testing ensures that the 3T’s program is followed throughout each project task.

TruePani’s approach to the State of West Virginia’s lead testing program is centered on a robust training program that empowers and enables facilities to test their own water. Utilizing TruePani’s platform, facilities will be able to collect data on the number and types of drinking water sources, collect water samples, and view their results as soon as they are released by the lab. The software also includes a separate portal for the State, in which program progress, updates, and remediation can be tracked.

As a firm that has completed projects nearly identical in scope to this proposed work, the TruePani team has gleaned valuable insights that have led to an optimized sampling process that saves time and money. This has allowed for more funding available for testing and remediation, depending on project scope and goals, to move the needle on reducing childhood lead exposure.

TruePani recognizes the unique challenges of executing digital sampling programs and has developed a robust operations strategy that encompasses the many moving parts of the project, executed over six project phases that align with the State of West Virginia’s stated goals.

TruePani maintains a close partnership with Microbac Laboratories, Inc. to process lead in drinking water samples. TruePani will manage all activities performed by Microbac in accordance with the scope of work outlined in this proposal.

The following scope of services further outlines TruePani’s proposed methodology for drinking water sampling at 80 school buildings (an estimated 1,905 samples total). All sampling and analysis will be completed in accordance with the Environmental Protection Agency (EPA) *3Ts for Reducing Lead in Drinking Water in Schools and Child Care Facilities*, referred to in this proposal as the “3Ts.” All project deliverables will conform to the Quality Assurance Project Plan (QAPP) requirements.

Throughout the project, TruePani will achieve all goals and requirements set forth in the document title “CRFQ EHS210000001_Solicitation Specifications.” Project deliverables as described in the CRFQ are noted within the text in red.

The primary point of contact regarding both the RFP and the Contract is:

Contract Manager: Shannon Evanchec
Telephone Number: (724) 584-7192
Fax Number: N/A
Email Address: shannon@truepani.com

II. Abbreviations & Definitions

Dashboards - Individual views of the project data that are accessed on the Web Portal and are specific to an individual (whether that is the State, a Facility, or the general public).

Facility Coordinator - The individual identified by the facility as having knowledge of and access to all water sources in the building(s). The Facility Coordinator is responsible for collecting source information during the Site Investigation and collecting water samples using the Sample Kit.

First Draw Sample - The first 250 mL of water that is collected from a source after a stagnation period of eight to 18 hours. The first draw sample gives a good indication of the presence of lead with the fixture.

Flush Sample - A 250 mL sample that is collected after a source has been flushed for 30 seconds. The flush sample gives a good indication of the presence of lead within the premise plumbing leading up to the fixture.

Lead Testing Program- The Lead Testing in Drinking Water at Schools and Childcare Programs project resulting from CRFQ EHS210000001.

Project Action Level (PAL) - The level of lead above which additional steps such as flush sample analysis and remediation should be taken. The PAL is decided by the State, and is typically 15 or 20 ppb.

Resampling – Samples collected after remediation has been completed at a source that exceed the PAL.

Sample Kit – A box shipped to each facility containing enough 250 mL sample bottles to collect a first draw and flush sample from each source (plus a few extra), labels for sample bottles (pre-printed), instructions for sample collection (in addition to video resources online), chain of custody forms, and a prepaid shipping label to send the samples back once collected.

Sampling and Analysis Plans - Reports generated by TruePani software that detail the all water sources in a given building. Sampling and Analysis Plans are informed by the Site Investigations.

Site Investigation - The first step of the lead testing program in which the Facility Coordinator collects information on the number and types of drinking water sources within a school. Site Investigations are conducted on a smartphone, tablet, or computer using TruePani software.

TruePani Database - The cloud-based platform that will store project all data, generate reports, and provide other functions crucial to the Lead Testing Program.

Web Portal - The online web environment in which stakeholders (the State, facilities, and the general public) can view data contained within the TruePani Database.

III. TruePani Qualifications

TruePani, Inc. (“TruePani”) was established in 2016 by a team of civil and environmental engineers with a mission to reduce lead in drinking water and vehicle-related emissions in air. Over the past four years, the TruePani team has completed projects that reduced environmental pollutants across seven states.

TruePani is headquartered in Knoxville, Tennessee with a satellite office in Burien, Washington. TruePani is 100% female owned and operated, with an average of six employees over the past three years. Since 2017, TruePani has consistently grown 270% year over year while continuously developing expertise in several critical areas driven by client’s needs, public health, economic and emerging local, state, and federal regulations. TruePani is DBE certified (NAICS 541620 Environmental Consulting Services / NIGP 91843) through the Georgia Department of Transportation (GDOT), the Texas Department of Transportation (TXDOT), the Maine Department of Transportation (MaineDOT), the New York State Department of Transportation (NYSDOT), the State of Washington Office of Minority and Women’s Business Enterprises (OMWBE), the Connecticut Department of Transportation (CTDOT), and the California Department of Transportation (Caltrans).

The TruePani team specializes in three project types, which often work hand-in-hand:

- 1) Lead Sampling and Testing in Drinking Water
- 2) Cleantech Consulting
- 3) Public Health Data Management, Outreach, and Communications

Previous Projects

Lead Sampling and Testing for Drinking Water

TruePani provides project management, site investigation, sample collection, data analysis, communication, reporting, and remediation services for state agencies, public school districts, and private schools to help meet state regulations and public health goals related to lead in drinking water.

TruePani is well-versed in the EPA 3T’s program and has used these guidelines on past projects when testing for lead in schools and childcare facilities. Since 2016 (3.2) (3.3), TruePani has completed lead testing projects for clients including government agencies, water utilities, schools, childcare facilities, industry, and private homeowners (3.1). All TruePani projects have been managed using a cloud-based software database (3.6) and have utilized and managed external laboratories to analyze lead in drinking water via EPA method 200.8 over the past four years (3.7). Contact information for laboratory professionals that the TruePani team has worked with over the past four years is available upon request.

TruePani has also participated in various panel discussions and water industry events that have discussed the pros and cons of the 3Ts program and made comments that were incorporated into the revised 3T’s in 2018. TruePani maintains a strong network of advisors including individuals who have worked on EPA legislation for laws such as the Safe Drinking Water Act and the Lead and Copper Rule. TruePani has hosted and participated in various speaking events and panel discussions for schools and water industry professionals on lead in drinking

water such as at the Georgia Water Resources Conference, the MISBO annual conference, and City of Atlanta Town Halls. TruePani's experience in collecting, processing, and analyzing water samples spans over 10 years and includes published international research projects including "Development and field testing of low-cost, quantal microbial assays with volunteer reporting as scalable means of drinking water safety estimation," published in the Journal of Applied Microbiology.

The following projects have been conducted by TruePani and had a similar scope to the proposed project (3.4):

- **State of Hawaii WIIN Grant Project (in progress) – Oahu, HI**

The Hawaii Department of Health's Safe Drinking Water Branch has selected TruePani to conduct lead in drinking water testing, reporting, data management, and project logistics and management for over 330 schools and childcare facilities across six islands as part of the State of Hawaii WIIN Grant project.

- **Hamilton County Lead in Drinking Water Project (2020) – Chattanooga, TN**

Hamilton County Department of Education (HCDE) retained the services of TruePani to complete district-wide lead testing on 75 high school, middle school, and elementary schools. The project was divided into two phases based on build year, 53 buildings built prior to January 1, 1998 (per Tennessee Law Public Chapter 977) and an additional 22 buildings-built post January 1, 1998.

Over 20 days during May and June 2020, the TruePani utilized the EPA's 3Ts methodology to collect 2,536 first draw samples and 2,381 flush samples from potable water sources across 53 schools. TruePani completed site investigations for all buildings with photos of each source and marked the location of all in-use and out-of- order potable sources on floorplans, which were then digitized. At times, TruePani used drawing software to add missing buildings such as portable units and concession stands to the floorplans. TruePani generated site plans and results reports for all buildings, which included individualized remediation recommendations for all sources that exceeded 15 ppb. TruePani maintained a database of EPA 3Ts source ID, first draw and flush data, resampling data, corrective action status, make and model number, aerator type, and any source-specific notes (i.e. next to a coffee machine, used to fill coolers for sports practices, etc.).

TruePani worked closely with district personnel to create a sampling and analysis plan, manage an aggressive but achievable schedule, and coordinate logistics of multiple sampling teams visiting 4-8 buildings per day to complete site investigations and sample collections. TruePani's iterative scheduling process helped the district complete all sampling and remediation before school resumed in August. During the site investigation and sampling process, TruePani provided the district with daily reports that contained the number of sources identified / samples collected, time at each facility, photos, and notes. TruePani's operations associate was able to manage this process remotely while sampling teams were in the field, providing real-time updates to the district.

TruePani evaluated and reported all sampling results and developed custom remediation recommendations for all sources that exceeded 15ppb. TruePani also completed in-depth data analysis for percentages of source types (i.e. kitchen sinks, water coolers, drinking fountains)

that were in excess of EPA and state action levels, and compared the data set to build year, aerator style, and other variables.

TruePani was also responsible for procuring and managing lab services for this project. TruePani subcontracted the lab analysis to Microbac Laboratories location in Maryville, TN. TruePani worked with the lab to manage the samples through maintaining chains of custody, sharing excel files of sampling data to optimize the preservation and analysis process, and creating a tracking system to inform the district of timeframe and status of anticipated results.

An additional part of the HCDE scope of work was providing communication services. TruePani provided materials such as letter templates, frequently asked questions, and a guide for reducing lead in homes for the district to communicate testing to parents and guardians. TruePani also developed an interactive map (hosted on the district's website) for parents and guardians to stay informed on testing schedules, results, and remedial actions.

- **Bradley County Lead in Drinking Water Project (2019) – Cleveland, TN**

Bradley County Schools retained the services of TruePani to conduct lead in drinking water testing for the school district in April 2019. TruePani conducted 12 site investigations and developed a district-specific sampling and analysis plan along with a RACI matrix for project management. Result data was evaluated and variables such as source type, aerator style, and flush and first draw results were cross referenced to provide insights and inform remediation. TruePani utilized the EPA's 3Ts methodology during testing and provided the district with materials to assist in communication with parents and remediation of exceedances.

- **Montessori East (2018) – Nashville, TN**

Montessori East retained the services of TruePani to conduct lead sampling and reporting. As this was a private school, no state requirements were applicable. However, the team followed EPA 3T's methodology for all testing and reporting and internally developed standard operating procedures and quality control plans.

- **Chattanooga Girls Leadership Academy (2020) – Chattanooga, TN**

The Chattanooga Girls Leadership Academy has retained the services of TruePani to perform lead testing of all drinking water sources regulated under Tennessee Law Public Chapter 977. A site investigation and sampling and analysis plan were first completed to determine the locations and types of all drinking water sources. Sample collection was performed in accordance with the 3T's and results reports were generated in a timely and efficient manner.

Cleantech Consulting

- **California Energy Commission GFO 19602 Grant Application Consultant (2020) – San Jose, CA**

TruePani contributed grant writing, project management, GHG reduction analysis, community support generation, educational outreach planning, and more for a private corporation developing hydrogen refueling stations for zero emission fuel cell electric vehicles in the state of California. These services resulted in an over \$23 million award for the client to advance

alternative fueling infrastructure, enabling the growth of the FCEV market.

One of the TruePani's main responsibilities for this project was assessing the local health impacts of the proposed program. Air Quality Guidelines (California Code of Regulations, Title 13, Chapter 8.1, Section 2343(c)(6)(A)) requires the Energy Commission to analyze the aggregate locations of the funded projects, analyze the impacts in communities with the most significant exposure to air contaminants or localized air contaminants, or both, including, but not limited to, communities of minority populations or low-income populations, and identify agency outreach to community groups and other affected stakeholders.

Using CalEnviroScreen 3.0 data, the team assessed proposed refueling stations located in SB535 disadvantaged communities and the current pollution burden in the area. TruePani also provided a quantified description of the air emissions (criteria and toxic) for the EPA's National Ambient Air Quality Standards (NAAQS) (ozone, particulate matter, nitrogen oxides, carbon monoxide, sulfur oxides, and lead) and the California Air Resources Board (CARB) standards (hydrogen sulfide, sulfate, vinyl chloride, visibility reducing particles). TruePani investigated sources of greenhouse gases (GHG) including carbon dioxide, methane, nitrous oxide, and fluorinated gases. TruePani calculated a 5-year reduction of criteria pollutants per proposed refueling station.

TruePani also engaged with universities, nonprofits, and community groups to gather letters of community support for the project and worked with the client to develop a job creation strategy resulting from new refueling stations.

• **Electric Vehicle (Battery Electric Bus) Rate and Route Modeling (2017 – Present)**

TruePani has provided cleantech consulting to transit agencies, the Center for Transportation and the Environment, and private alternative fueling infrastructure companies. TruePani has developed long-term relationships in the cleantech space and has repeatedly been hired by clients to work on projects of similar scope.

TruePani has worked as a certified DBE subcontractor to the Center for Transportation and the Environment on federally funded projects through the Federal Transit Administration (FTA) Low or No Emission (Low-No) program. The Low-No program provides funding to state and local governmental authorities for the purchase or lease of zero-emission and low-emission transit buses as well as acquisition, construction, and leasing of required supporting facilities. As a certified DBE subcontractor, and through previous team experience, TruePani is familiar with federal contracting and contract terms and is capable of meeting and exceeding reporting requirements and deadlines. This also includes completing quarterly and annual reporting for federal agencies such as FTA and Department of Energy (DOE) that included activity summary, project milestones, significant events impacting project progress, upcoming activities, and Gantt chart attachments. An example of this quarterly reporting is included in the Sample Works section. (3.5)

TruePani has worked with multiple transit agencies that have received funding through this program to provide route and rate modeling and simulation for deployments of zero-emission battery electric buses. The scope of these projects included modeling fleets of vehicles ranging from four to 11 battery electric buses using GPS data collected by TruePani engineers during

site visits. The modeling software that was utilized was Autonomie, an extension of MATLAB. TruePani also worked with electric utilities to complete rate modeling for the associated vehicle chargers and presented multiple cases through presentations and reports to the agencies.

The most significant goal of these projects is that they provide education on the fuel economy, emission reductions, and decreased operating costs for an electric vehicle fleet. For Port Arthur Transit, TruePani's analysis found that replacing diesel buses with electric buses would save the city over \$14,000 in fuel costs per bus each year. For a fleet of six vehicles this is approximately \$1M during a typical vehicle lifetime (12 years).

Transit agencies that TruePani has worked with include:

Port Arthur Transit – Port Arthur, TX

Napa Valley Transit Authority – Napa, CA

Greater Bridgeport Transit – Bridgeport, CT

COMO Transit – Columbia, Missouri

Other Relevant Projects

- Drinking water sample collection, analysis, data evaluation, and reporting for proof-of-concept study involving presence/absence test kits in rural India
- Study design and implementation of point-of-use drinking water treatment technology in rural India, including sample collection, analysis, and reporting of data
- Training water quality nonprofit organizations in testing methods for international drinking water projects
- Water quality sampling and analysis for homeowners and business owners and the installation of point-of-use water filtration systems
- Project management for the installation of RCP for stormwater at a wastewater treatment plant. TruePani structured deliverables around a pre-set Quality Assurance framework
- Technical assistance for grant writing applications and completing grant-funded projects, such as the Green and Healthy Homes Initiative and the American Academy of Pediatrics CATCH program, which is focused on reducing sources of lead in schools and promoting education and awareness of lead in drinking water among parents, educators, and guardians

Project Team

The TruePani project team consists of experienced professionals that have previously worked on similar projects. TruePani will subcontract the sample analysis to Microbac Laboratories, Inc. ("Microbac"). Microbac is a State Certified Drinking Water Laboratory by the West Virginia Department of Health and Human Resources, certified in both EPA 200.7 and 200.8 for analysis of lead in drinking water. As the State of West Virginia certification process is annual, Microbac has submitted registration for renewal for the 2021 year and will be certified and prepared to meet the proposed project schedule.

WEST VIRGINIA
Department of
Health & Human Resources
BUREAU FOR PUBLIC HEALTH

Certification Number: 9973 C
Date Issued: January 01, 2020
Expiration Date: December 31, 2020

Office of Laboratory Services
Environmental Drinking Water Laboratory Certification Program

Certifies that

Microbac Laboratories Inc., Ohio Valley Division
158 Starlite Drive
Marietta, OH 45750

Having duly met the requirements of the regulation (64CSR 3-13) for the Certification of Laboratories Analyzing Drinking Water Is hereby approved as a
State Certified Drinking Water Laboratory
To perform the analyses as indicated on the Certified Parameter List which must accompany this certificate

James C. Thomas PhD
Laboratory Director

Deegee W. Myers
Associate Director of Environmental Programs

Renewable Upon Revocation
Certificate Not Transferable
Customers are urged to verify the laboratory's current certification status.
Conspicuously display in the laboratory with the Certified Parameter List in a location on the premises visible to the public.

Statement of Validation

I have read the above statements and as the designated Laboratory Director, I submit this completed Application to the State of West Virginia Drinking Water Certification Program for Drinking Water Laboratories. I attest that the information is true, accurate, and complete to the best of my knowledge. I agree to notify the West Virginia Certifying Authority within 30 days of changes in laboratory name, ownership, laboratory director, location, personnel, facilities, equipment, methodology, and/or record keeping practices, or any other factors which might impair the ability of the laboratory to perform in accordance with the Safe Drinking Water Act.

With the attached application, I hereby apply for certification in accordance with the terms and condition stated above.

Larry H. Groom, Jr.
Name of Laboratory Director (type or print)

[Signature] 11-10-2020
Signature of Laboratory Director and Date

WEST VIRGINIA
Department of
Health & Human Resources
BUREAU FOR PUBLIC HEALTH

Office of Laboratory Services
Environmental Drinking Water Laboratory Certification Program

LABORATORY CERTIFIED PARAMETER LIST

Microbac Laboratories Inc., Ohio Valley Division
158 Starlite Drive
Marietta, OH 45750
Certification equivalency certificate
State of Florida Laboratory ID ER2551

Certificate: 9973 C
Issue Date: 1/1/2020
Expiration Date: 12/31/2020

Group	Method	Status	Description
Group: Trace Metals			
	Antimony	US EPA 200.8 R 5.4	Certified
	Arsenic	US EPA 200.7 R 4.4	Certified
	Arsenic	US EPA 200.8 R 5.4	Certified
	Barium	US EPA 200.7 R 4.4	Certified
	Barium	US EPA 200.8 R 5.4	Certified
	Beryllium	US EPA 200.7 R 4.4	Certified
	Cadmium	US EPA 200.7 R 4.4	Certified
	Cadmium	US EPA 200.8 R 5.4	Certified
	Chromium	US EPA 200.7 R 4.4	Certified
	Chromium	US EPA 200.8 R 5.4	Certified
	Copper	US EPA 200.8 R 5.4	Certified
	Copper	US EPA 200.7 R 4.4	Certified
	Lead	US EPA 200.7 R 4.4	Certified
	Lead	US EPA 200.8 R 5.4	Certified
	Mercury	US EPA 245.1 R 3.0	Certified
	Nickel	US EPA 200.7 R 4.4	Certified
	Nickel	US EPA 200.8 R 5.4	Certified
	Selenium	US EPA 200.8 R 5.4	Certified
	Sodium	US EPA 200.7 R 4.4	Certified
	Thallium	US EPA 200.8 R 5.4	Certified
Group: Inorganics			
	Nitrate-N	SM4500NO3 F 22nd ED	Certified
	Nitrate-N	US EPA 353.2 R 2.0	Certified
	Nitrate-N	US EPA 300.0 R 2.1	Certified

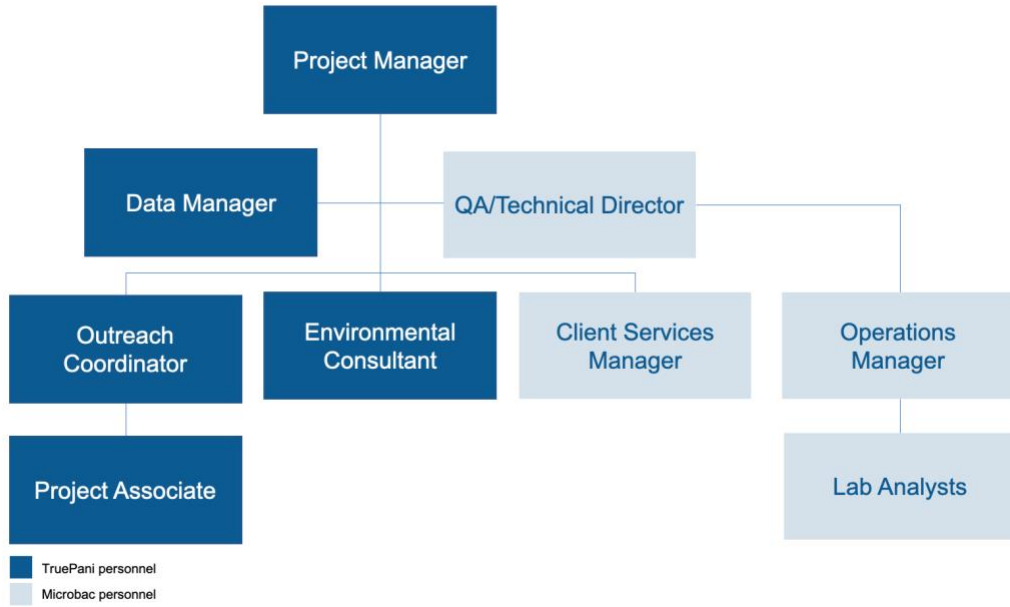
This is to certify that the laboratory has been approved to perform the indicated procedures on drinking water in accordance with West Virginia 64CSR 3-13.
Wednesday, February 5, 2020 9973 C

Figure 1: Microbac State Certified Drinking Water Laboratory Certificate

The following individuals will be part of the TruePani team on this project:

- Shannon Evanchec (Project Manager, Environmental Engineer)
- Samantha Becker (Data Manager, Civil Engineer, MPH)
- Victoria Jacobs (Outreach Coordinator, Technical Communication)
- Ayako Tischler (Environmental Consultant)
- Kaylyn Sinisgalli (Project Associate)

TruePani has included an organizational chart that outlines various TruePani and Microbac team member roles and responsibilities. Both TruePani and Microbac do not foresee any potential conflicts of interest in regard to the execution of this project. TruePani has worked with Microbac on lead testing projects over the past three years and maintains a strong working relationship. (3.7) Data from Microbac is easily integrated with the TruePani Database. TruePani's headquarters and Microbac are both conveniently located adjacent to the State of West Virginia (see Figure 3) reducing shipping costs and allowing for in-person educational events about the program, pending COVID-19 restrictions.



Project Manager	Data Manager	Outreach Coordinator	Environmental Consultant	Project Associate
<ul style="list-style-type: none"> Development of overall project management plan, schedule, and setup Finalization of QAPP, QMP, and communication materials Direct point of contact with the state Creation of quarterly reports and invoices Delivery of reports, updates, and invoices 	<ul style="list-style-type: none"> Coordination of sample analysis and timeline with the lab Development and management of web-based platform Database management Web portal management Management of testing progress and schedule 	<ul style="list-style-type: none"> Outreach to facility personnel Managing helpline for facilities during site investigation and sample collection Scheduling of remediation and coordination with licensed plumbers as needed 	<ul style="list-style-type: none"> Develop QAPP and QMP with Project Manager Development of educational materials Review Site Investigation and ensure that all drinking water sources are identified 	<ul style="list-style-type: none"> Development of educational materials Managing Sample Kits to be sent to facilities Follow-up emails and phone calls to facility personnel Interacting with facility personnel (helpline, webinars, etc.)

Figure 2: Project Team Organizational Chart

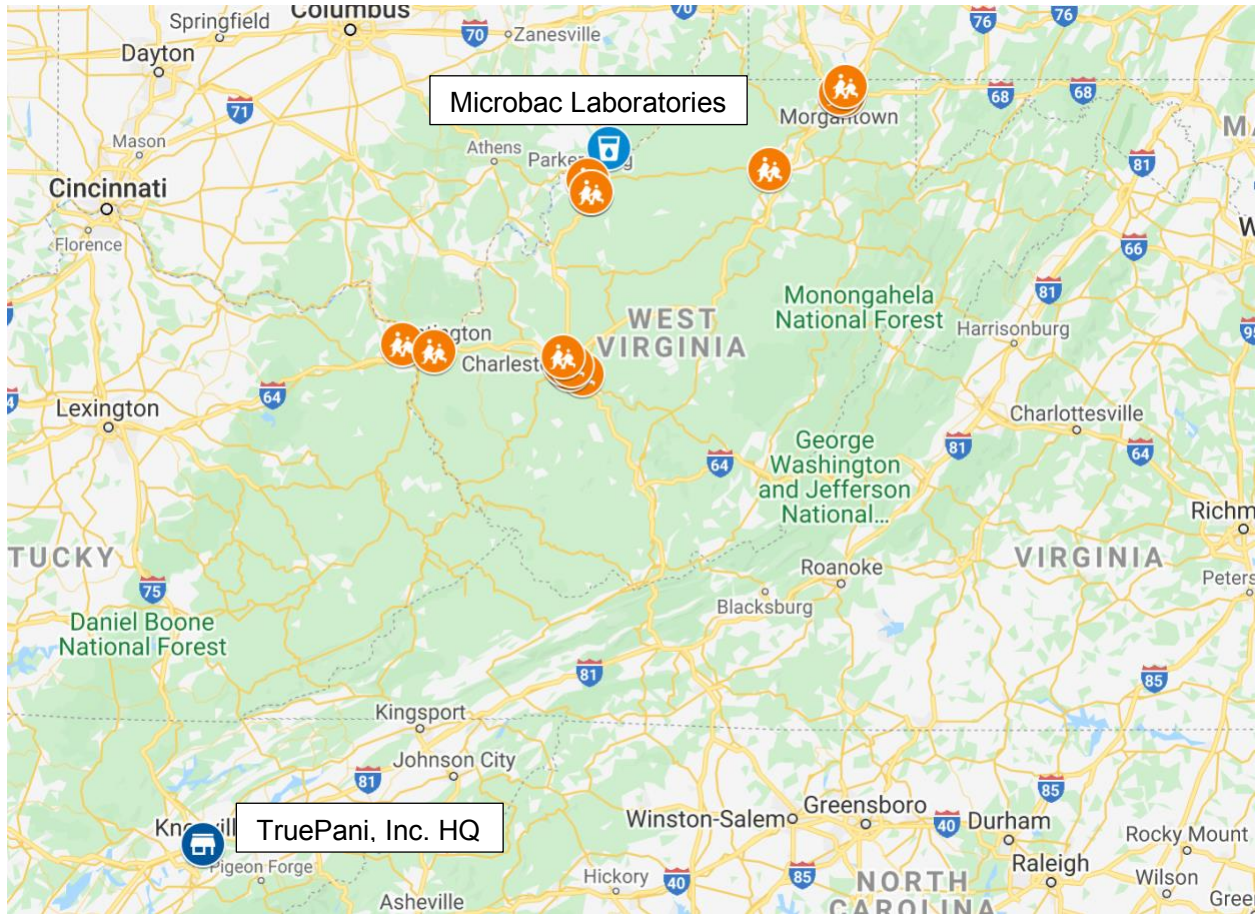


Figure 3: Map of TruePani’s office, Microbac Laboratories, and example schools and childcare facilities for the West Virginia Lead Testing Program. An interactive map displaying participating facilities with linked results and information will be available on the Web Portal.

TruePani References

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[Project completed: 2020]

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November 3, 2020

Ms. Shannon Evanchec
CEO, TruePani Inc.
PO Box 1903
Knoxville, TN 37901

Ms. Evanchec,

I wanted to take this opportunity to express my thanks and appreciation for the outstanding work performed in testing our drinking water for lead during Phase 1 of our project. The first phase consisted of 53 of our schools built before 1998. Everyone associated with your company was hard-working, competent, professional, and polite. Water testing was a job I initially thought we could handle in-house. However, after seeing that more than 2500 samples were required, I am extremely pleased we had TruePani perform the job. The organized labeling of the sample locations, effective presentation of the samples in the reports, and your company setting-up a website, so teachers, staff, parents, and the community could view the results were invaluable. The fact the work came in well under budget is another reason the district is pleased with your company's work.

We look forward to working with you during Phase II in the summer of 2021 or sooner. Phase II will consist of the 25 schools in the district built after 1998.

Regards,

Tim Harper
Manager, Safety/Compliance

IV. Project Services & Deliverables

General Project Overview

TruePani’s technical approach to voluntary lead testing programs is centered on a robust training program that empowers and enables facilities to test their own water. As a company that began in 2016 with boots-on-the-ground lead testing for school districts, TruePani has worked with teachers, caregivers, custodians, coaches, and administrators at schools and childcare facilities to identify where potable water sources are located. It is often these people who have the best knowledge of a facility. However, some sources are commonly overlooked such as outdoor faucets used to fill water dispensers for sports practices and bathroom faucets used by administrators for coffee.

While the 3Ts provides a framework for lead programs, TruePani adds additional context, training, streamlined communications, and support to empower people to collect samples for analysis. Through our past experience, we have developed training and communication programs, an integrated cloud-based database, and sample test kits, and automated remediation recommendations based on fixture types and first draw and flush sample results.

TruePani engages with the facility and establishes a relationship with a “Facility Coordinator” – an individual, often a maintenance professional, with knowledge of and access to all water sources in the building(s). The Facility Coordinator collects data on water sources (type, location, photo, etc.) through the TruePani software (accessible via smartphone, tablet, or computer) which instantly populates the cloud-based platform (“TruePani Database”). The cloud-based system then generates sample container labels, and the fulfillment team ships the sample kits with labels and prepaid shipping to the facility. Utilizing the simple and easy-to-follow instructions, the Facility Coordinator collects both a first draw and flush sample from each of the identified drinking water sources. The Facility Coordinator then ships all samples to the lab using the prepaid shipping label included in the sample kit. Upon completion of laboratory analysis, the lab results to the TruePani Database which automatically syncs with the web-based dashboard and displays easy to interpret results for various stakeholders. Details and specifics of the web-based environment are described in Task 2.

TruePani will conduct the Lead Testing in Drinking Water at Schools and Childcare Programs project in six phases (or “Tasks”), which align with the goals and requirements set forth in the document title “CRFQ EHS210000001_Solicitation Specifications,” section 4 “Mandatory Requirements.”

Table 1: Project Tasks

Task	Description	Start Date	End Date
1	Project Management & Reporting	January 1, 2021	September 30, 2021
2	Cloud-Based Platform	February 1, 2021	September 30, 2021
3	Communications	February 1, 2021	September 30, 2021
4	Lab Testing & Test Kits	April 15, 2021	August 31, 2021
5	Training	March 30, 2021	August 14, 2021
6	Taking Action	April 30, 2021	August 14, 2021

Project schedules are shown below in Table 2 and Figure 4 (all dates are approximate and will be refined upon contracting with input from the State). TruePani has communication, training, and outreach materials available to customize to the preferences of the State, which will shorten the project timeline to achieve the State's goal of project completion in September 2021. TruePani's project management approach and cloud-based solution also allow for a reduced cost to the state so that more testing can be conducted, and resources can be diverted to remediation, as allowable.

Table 2: Proposed Schedule

Tasks	Name	Start	Due	Calendar Days	Working Days
	WV WIIN Lead Testing Program	January 1, 2021	September 30, 2021	273	195
1	Project Kickoff	January 1, 2021	January 15, 2021	15	11
1	QAPP / QMP Development	January 15, 2021	February 15, 2021	32	22
2 3	Communications & Facility Enrollment	February 1, 2021	May 31, 2021	120	86
1	QAPP / QMP Approval	February 15, 2021	March 30, 2021	44	32
3 5	Site Investigations	March 30, 2021	June 30, 2021	93	67
4 5	First Draw & Flush Sample Collection	April 15, 2021	July 15, 2021	92	66
4	First Draw & Flush Sample Analysis	April 22, 2021	July 30, 2021	100	72
4 6	First Draw & Flush Sample Results & Reporting	April 30, 2021	August 7, 2021	100	71
1 6	Results, Reporting, & Remediation Recommendations	April 30, 2021	August 14, 2021	100	71
4 6	Re-Sampling Sample Collection & Analysis	May 15, 2021	August 31, 2021	109	77
1 2	Project Close Out Activities	August 31, 2021	September 30, 2021	31	23

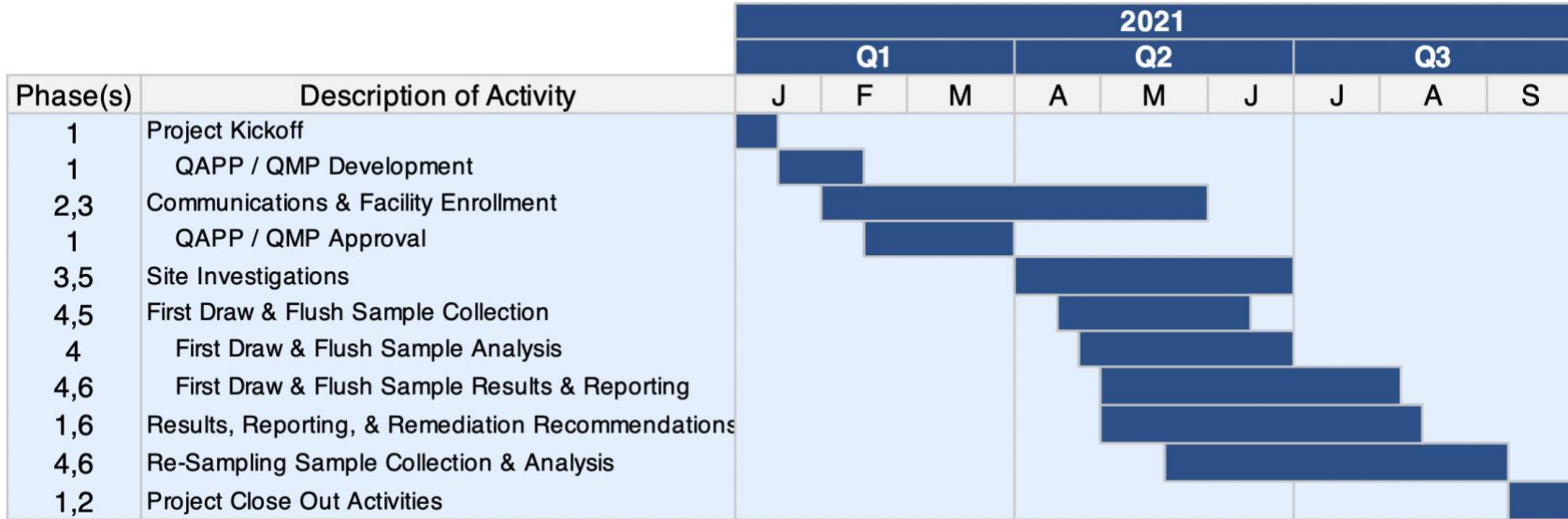


Figure 4: Proposed Schedule

Task 1: Project Management & Reporting

At the commencement of the contract, TruePani will meet with the State for a Project Kickoff meeting to establish the project tracking system and review and revise the schedule and deliverables as applicable. In the month immediately following, TruePani will develop the QAPP and QMP for approval by the State and regional EPA office (estimated completion February 15, 2021). All costs associated with developing the QAPP and QMP are included in Line 2 in the Cost Proposal. TruePani is the selected vendor for the State of Hawai'i WIIN grant project and is currently working on the associated QAPP and QMP reporting requirements. Copies of these reports may be confidentially available to the State of West Virginia pending State of Hawaii approval. (3.5)

Throughout the program, TruePani manages the sourcing, logistics, and fulfillment of sampling containers and instructions and provides helpline support for facility coordinators. Working with Facility Coordinators and our laboratory subcontractor allows for seamless integration of qualitative and quantitative data through TruePani's database and software systems. This results in quicker turnaround times, increased transparency, secure data, and simplified management. TruePani's project management team is adept at exceeding reporting requirements, project scheduling, and general contract management.

TruePani will configure the program-specific database following the Project Kickoff and establish the 80 participating facilities within the database or begin the process of reaching out to facilities if the 80 participating facilities have not been identified (see Task 3).

Task 1 will continue through the conclusion of the project. At project close out, a comprehensive file with all reports and project data (CSV files, unless otherwise specified) will be provided to the State via Dropbox or SharePoint. TruePani will also provide a hard digital copy of all data on a flash drive and can provide a hard copy upon request. One of the unique aspects of TruePani's Database, is that there is no cost for continued data hosting on the web-based platform.

Task 2: Cloud-Based Platform

TruePani manages all lead testing projects through a centralized database system (the TruePani Database). This cloud-based platform manages, and links records created for all facilities in the program in one account, with multiple logins and password credentials available. The Database feeds information into the Web Portal, which is an interactive online platform that allows the State, individual facilities, and the general public to view project results, progress, and other information about the program.

The purpose and design of the Web Portal is to centralize test results and relevant source information to inform remediation. The Web Portal contains different dashboards that act as permissions layers to support different users at the state, district/franchise, and school/childcare level, as well as an unrestricted webpage that can be viewed by the general public. (4.1.1.1) (4.1.1.2).

Each facility is assigned a unique identifier, which connects and automatically generates all sample plans and reports such as site investigation reports, first draw and flush sample results, remediation recommendations, and post-remediation sampling results. During project set-up and Task 3, TruePani collects intake information for each facility and populates the facility-

specific pages, linked back to the main project database. Through managing this process, TruePani streamlines data collection and increases quality assurance, all while reducing the workload for the Facility Coordinator. Fields can be customized to the needs of the program, with the ability to capture fixture-level data such as fixture type, make and model, the presence or absence of an aerator, the type of aerator, photo, etc. (4.1.1.4). The TruePani Database will show associated sample results, remediation recommendations, and current status (e.g. active, offline, removed, etc.) for each fixture within a facility. (4.1.1.10).

The cloud-based platform integrates with the site investigation form – a mobile and web-based form that is completed by the Facility Coordinator (see Task 5: Training) through a cell phone, tablet, or computer in the field. (4.1.1.9). The easy-to-use form takes approximately 90 seconds to complete per source, and the collected data (source type, location, photos, etc.) is used to automatically create a sample plan for the facility based on best practices from the 3Ts. (4.1.1.3) (4.1.1.4) (4.1.1.5).

The TruePani fulfillment team then sends sampling bottles (the Sample Kit) with generated labels for each source (first draw and flush samples) and both a digital and physical chain of custody to the facility. The Facility Coordinator collects the samples (see Task 5: Training) and mails them to the lab with the prepaid shipping label that is included in the Sample Kit. The Sampling Kit will have a tracking number available in the TruePani Database along with a status column that will provide updates to the State and facility. (4.1.1.6). When sample plans and results are available, users will be automatically notified through emailed reports. (4.1.1.11).

TruePani has created a demo for the State of West Virginia to demonstrate the platform that can be viewed here, with sample data with sorting and filtering features. (4.1.1.12)

<https://www.truepani.com/westvirginia>

Password: safewaterWV

The TruePani Database is highly customizable for the needs of the State and custom fields can be added to track additional metrics about sources or facilities valuable to the State (4.1.1.8). The Web Portal pulls real-time data from the TruePani Database and displays different views to users based on login permissions.

For example, the State's Web Portal will show a dashboard with overall program status and sampling metrics for tracking the progress of the program, including site investigations, sample collection, laboratory analysis, remediation and other sampling metrics. (4.1.1.7) (4.1.1.15). The Web Portal will also have separate dashboards for each facility that shows facility-specific data, remediation recommendations, and progress available for the Facility Coordinator and other personnel. Lastly, the Web Portal will have public-facing dashboard to share all sampling results and program information with the general public. (4.1.1.16). Reports related to sampling activity and results can be downloaded as PDF files, and data can be exported as CSV files. (4.1.1.13). Document libraries for each facility are also available in the Web Portal. (4.1.1.14).

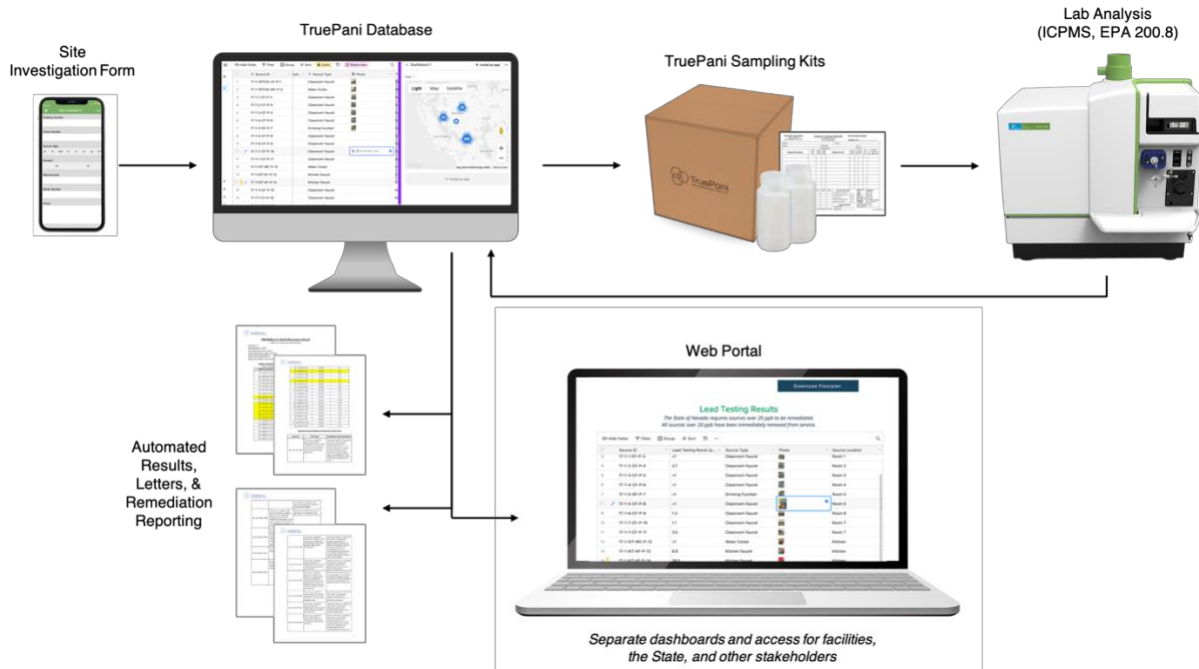


Figure 5: Workflow of TruePani Cloud-Based Platform

TruePani’s “digital” approach inherently allows for flexibility on an as-needed basis. When a facility is onboarded into the program, the TruePani software will automatically begin the process of training the Facility Coordinator(s) through emailed and physically mailed communications, that have previously been approved by the State. TruePani team members will support this process through video and phone-based helplines. This is further outlined in Tasks 3 and 5, and a full project timeline is shown in Figure 4. Facilities can join the program on rolling-basis between February and May 2021.

One of the unique aspects of the cloud based TruePani Database, is that there is no cost for continued data hosting. TruePani will continue to host data and allow access beyond the sampling program completion date, as well as transferring files to the State as outlined in Task 1. (4.1.1.17).

Task 3: Communications

TruePani will work with the State of West Virginia Office of Environmental Health to develop educational resources and a communication strategy for the Lead Testing Program. (4.1.2.1). TruePani will manage these materials and the communications/outreach strategy through the TruePani Database.

In the case that the 80 facilities are already identified, TruePani will begin outreach to on-board facilities into the TruePani Database which will initiate site investigations and, subsequently, first draw and flush sampling.

In the case that facilities need to be recruited into the Program, TruePani will use a prioritization strategy to reach out to schools and childcare facilities. EPA WIIN Grant recipients are encouraged to target schools and daycare facilities where children are most vulnerable to lead exposure, which are defined as:

- Schools and childcare programs in underserved and/or low-income communities [e.g., schools with at least 50% of the children receiving free and reduced lunch and Head Start facilities].
- Elementary and childcare facilities that primarily care for children 6 and under, and
- Older facilities that are more likely to contain lead plumbing (schools built before 1986 are more likely to have lead pipes, fixtures, and solder.)

These variables are included in TruePani's score-based assessment to identify eligible and at-risk facilities serving children most susceptible to lead in drinking water. In an effort to recruit as many facilities into the program as possible, TruePani will provide educational information about the sampling program, lead in drinking water, options for remediation, and low-cost strategies to reduce lead exposure within schools, childcare facilities, and homes. Communication materials will include those provided in Module 1 of the EPA 3Ts and other relevant sections of the 3Ts, along with internally developed communication materials. TruePani will mail flyers to schools and childcare facilities and contact facilities through email, phone, and other channels with content and communication strategies and frequencies approved by the State. (4.1.2.3).

TruePani shall utilize a variety of methods to communicate to the various stakeholders throughout the project period. TruePani will engage with the facilities to provide educational materials (via mailed flyers with QR codes linking to web-based video content, emails, and phone calls) about the voluntary testing program and the importance of testing for lead in drinking water. TruePani team members experienced in public health education are also available to hold virtual and in-person information and educational sessions about lead in drinking water and the State program. Pending COVID-19 restrictions, TruePani would propose holding two in-person educational events in Charleston, WV and Morgantown, WV after the Project Kickoff meeting with the State. TruePani will also hold digital zoom "info sessions" for facilities interested in enrolling in the program, if needed.

TruePani will also provide training and educational resources to be shared with the surrounding communities that are impacted by testing. In past projects, this has included information that was shared with parents about the risks of lead within homes, including lead-based paint which is a potential source of even more serious lead exposure. (4.1.3.4).

Once facilities are enrolled in the program, TruePani communications focus on training the facility to conduct Site Investigations so that all water sources can be identified and a site-specific Sampling and Analysis Plan can be created, all guided by the EPA 3T's. During this phase, TruePani will educate the Facility Coordinator and other facility personnel on the communications plan for presenting results, findings, and remediation. TruePani will share letter templates with the facility for communicating with parents and guardians and will share the URL to the public-facing web portal where all results and remediation actions can be viewed, along with photos of sources, fixture status, and floorplans. (4.1.2.2).

TruePani will provide a designated toll-free phone and web-based hotline with audio and video support specific to the West Virginia lead testing project for questions from Facility Coordinators collecting samples and completing remediation. The hotline will be available Monday – Saturday from 6 AM – 6 PM EST. (4.1.2.4).

TruePani will provide each Facility Coordinator with clear communication on program steps to keep them accountable for completing the program. The TruePani Database and project management approach will only generate the Sample Kit after the Site Investigation has been

completed through a cell phone or tablet. The Sample Kit will include clear and concise sampling instructions and advise Facility Coordinators that samples should be flushed eight to eighteen hours before sample collection. The Sample Kit will include a prepaid shipping label and can be sent to the lab in the same box that it arrives in at no cost to the facility. TruePani has coordinated with our laboratory partner to provide first-draw and flush sampling simultaneously at no additional charge. The lab will hold all flush samples until first draw sampling results are completed and then automatically process the flush sample should a source come back above the Project Action Level (PAL). This allows for reduced shipping costs, reduced environmental impact, and less steps for the Facility Coordinator, which will in turn drive program success. (4.1.2.5)

Task 4: Lab Testing & Test Kits

The TruePani team will train and work with the Facility Coordinator to complete a Site Investigation. The Site Investigation is described in more detail in Task 5: Training. When the Site Investigation is completed, the TruePani Database will generate a Sampling and Analysis Plan (SAP) based on the number and type of sources identified. The SAP will determine how many 250 mL bottles need to be included in the Sample Kit. On the back end, the TruePani fulfillment team will compile all information collected by the Facility Coordinator and send each facility a customized Sample Kit: enough 250 mL sample bottles to collect a first draw and flush sample from each source (plus a few extra), labels for sample bottles (pre-printed), instructions for sample collection (in addition to video resources online), chain of custody forms, and a prepaid shipping label to send the samples back once collected. (4.1.3.1) (4.1.3.2) (4.1.3.5).

TruePani will have facilities collect both first draw and flush samples at the same time, which has been shown to streamline the process for the facility and reduce shipping cost. After the facility collects the samples and ships them to Microbac, a preservative will be added to the samples within 14 days of collection. Microbac will hold all flush samples until results from first draw samples are completed. The flush sample will then be analyzed only in cases where the first draw sample exceeds the PAL.

TruePani will manage coordination between Microbac and the individual facilities to ensure clear communication and resolve issues such as missing samples, leaking bottles, undelivered kits, chain of custody errors, etc. (4.1.3.3). Through the TruePani Database, TruePani will also provide electronic chain of custody (in addition to the hard copies provided in the Sample Kits). (4.1.3.6).

Task 5: Training

Throughout the course of the project, TruePani will provide training materials to Facility Coordinators and other personnel to collect water samples, interpret lead results, and remediate sources based on analysis of the sample results. While Facility Coordinators are expected to collect source information (during the site investigation) and water samples (using the Sample Kit), TruePani's program is designed to make the process as simple and easy-to-use as possible.

In addition to training facility individuals, TruePani will also provide training and educational resources to be shared with the surrounding communities that are impacted by testing. In past projects, this has included information that was shared with parents about the risks of lead

within homes, including lead-based paint which is a potential source of even more serious lead exposure. (4.1.4.1).

TruePani will provide a designated toll-free phone and web-based hotline with audio and video support specific to the West Virginia lead testing project for questions from Facility Coordinators collecting samples and completing remediation. The hotline will be available Monday – Saturday from 6 AM – 6 PM EST. TruePani will also hold webinars for school staff and other interested parties on the program requirements, enrollment, sample planning, sample collection, remediation, and communicating with the public. These webinars will also be able to be accessed on the publicly facing web page developed by TruePani. (4.1.4.2).

While the TruePani software is designed to be easy-to-use and requires no background knowledge of the system, TruePani will provide training and implementation to the State and facility staff on software use. (4.1.4.3).

Task 6: Taking Action

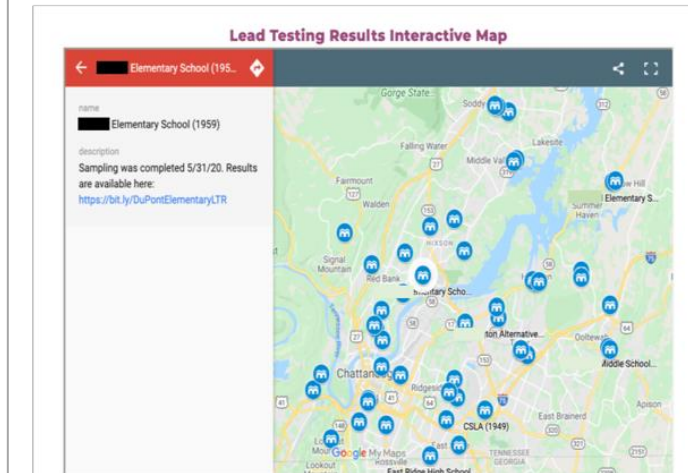
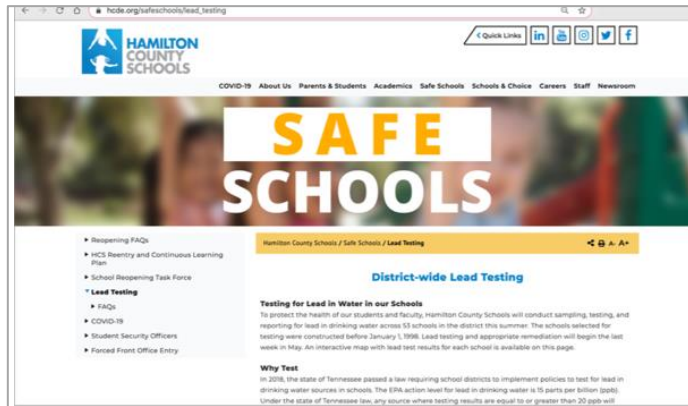
Upon receipt of results from the initial sampling, TruePani will alert the facility of any sources that exceed the Project Action Level (PAL). For the purposes of this proposal, a PAL of 15ppb (the EPA action level) is assumed for budget calculations since one was not given in the Solicitation. An exceedance of the PAL will trigger notifications and remediation recommendations to be sent to the facility. After remediation is complete, a post-remediation Sample Kit will be prepared by the Fulfillment Team and sent to the facility.

The EPA 3Ts Module 6 presents various options for short- and long-term remediation. In the broad case that a source exceeds the PAL and does not need to be utilized for drinking water (i.e. classroom faucet, bathroom faucet, nurse’s sink, etc.) the most cost effective remediation solution is to convert to a “handwash only” station. For designated drinking water sources (i.e. drinking fountains, water coolers, kitchen faucets, kitchen pot fillers, etc.) remediation recommendations vary by source type and flush sample result. In cases where analysis of the flush sampling results in an exceedance of the PAL, the remediation should address the issue of premise plumbing, likely in the form of point-of-use filters (either under the sink or faucet-mounted) or fixture replacement. The TruePani team recommends NSF filters, or fixture removal (if feasible) as remediation strategies based on previous lead projects that indicated that fixture replacement does not always work to address lead exposure, and other strategies can be cost-prohibitive for the most at-risk facilities.

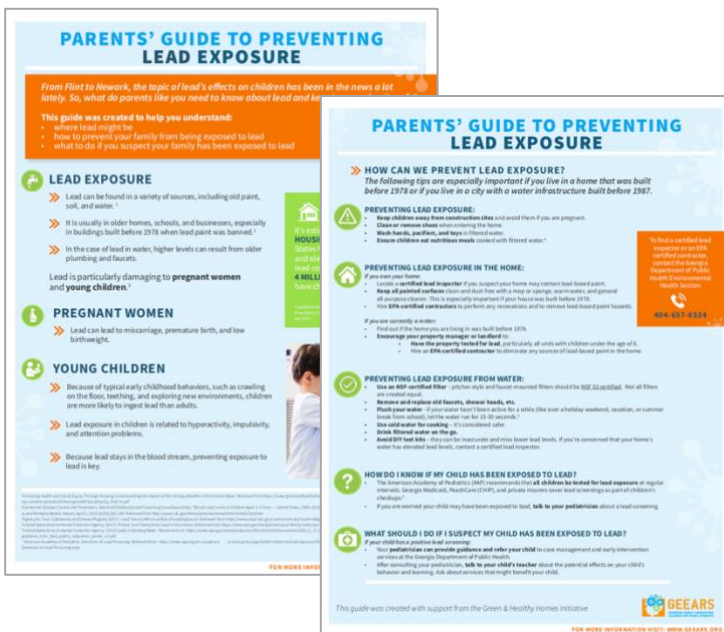
The TruePani team is prepared to provide technical assistance facilities on how to best remediate sources and communicate the corrective actions with parents and guardians. (4.1.5.1) All corrective actions will be tracked in the TruePani Database and results will be available for the State to view and download reports in the State-specific Web Portal (Task 1). (4.1.5.2)

V. Sample Works

TruePani created an interactive map embedded in the Hamilton County School District's website that displayed lead testing results across 53 schools. It has currently been viewed over 20,000 times in a school district with 75,000 students. TruePani also created educational content and FAQs about lead exposure that are displayed on the district's website.

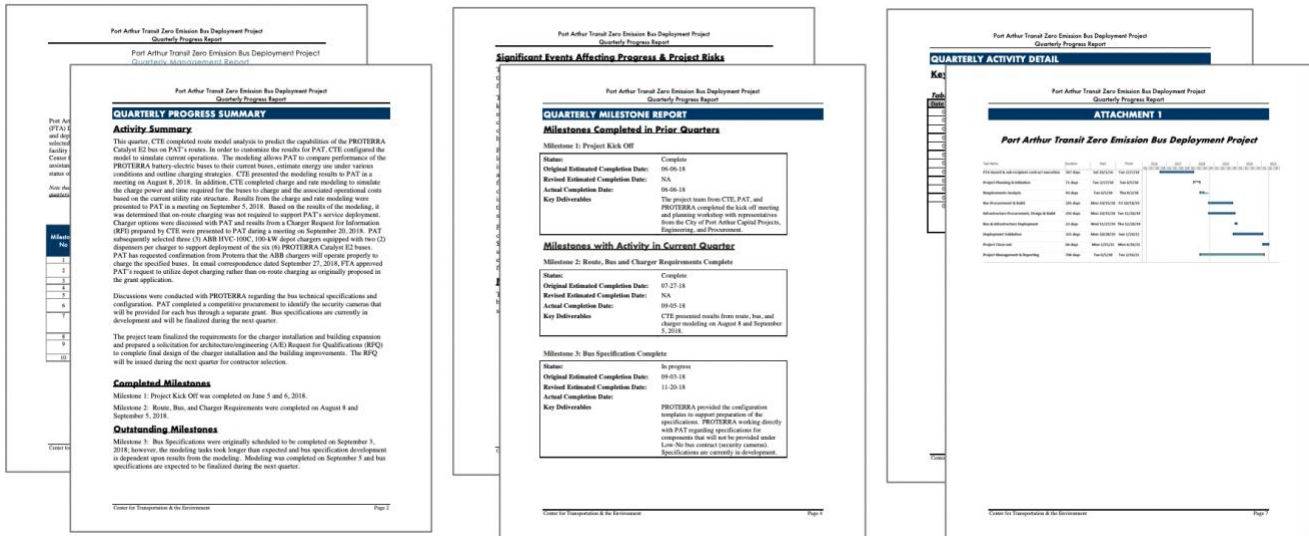


TruePani has created flyers and brochures for parents, teachers, and working professionals on the impacts of the COVID-19 pandemic on water quality. As individuals return to buildings that have been closed for months, lead and other contaminants can be present at higher concentrations due to long stagnation periods and the decreasing impact of residual chlorine.

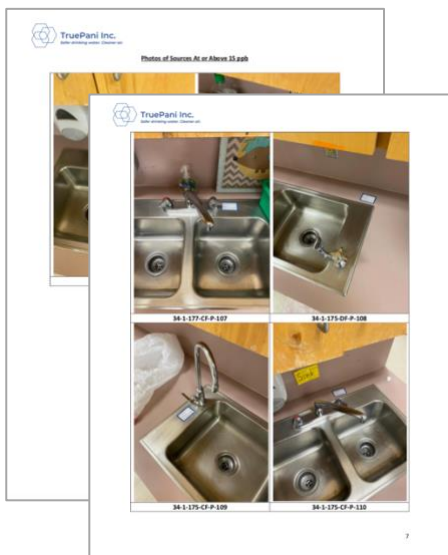


TruePani provided content input on the Parent's Guide to Lead Exposure created by a community partner, GEEARS, as part of the Green and Healthy Homes Initiative (GHHI) grant for distribution at a joint screening event of the documentary "Nor Any Drop to Drink," about the Flint, MI water crisis. The screening was hosted by TruePani, GEEARS, and Georgia Voices and was attended by representatives from various organizations across Atlanta such as the

Sample quarterly reporting to a federal agency.



TruePani has created short videos instructing Facility Coordinators on how to collect samples. These videos are accessible through emailed links and QR codes included with sample instructions in the Sample Kit. The Sample Kits also include physical photos of each water source (left) identified in the Site Investigation so that the Facility Coordinator can easily and quickly match sample bottles to sources.



VI. Contract Documents

TruePani acknowledges and adheres with all requirements in Attachment 1 – Provisions Required for Federally Funded Procurements. TruePani maintains commercial general liability insurance, automobile liability insurance, and cyber liability insurance that meet or exceed the requirements set forth in the General Terms and Conditions document and will immediately provide the State of West Virginia a copy of the insurance certificate where the State of West Virginia is listed as additional insured.

TruePani has completed an Interested Party Disclosure form for the State's reference, although the Cost Proposal is less \$1M, attached below. Prior to contract award, TruePani will ensure proper registration with the West Virginia Purchasing Division. TruePani is in compliance with all laws relating to workers' compensation and shall furnish proof to the State upon request.

State of West Virginia



Certificate

*I, Mac Warner, Secretary of State,
of the State of West Virginia, hereby certify that*

TRUEPANI INC.

has filed the appropriate registration documents in my office according to the provisions of the West Virginia Code and hereby declare the organization listed above as duly registered with the Secretary of State's Office.

*Given under my hand and
the Great Seal of West Virginia
on this day of
December 21, 2020*



Mac Warner

Secretary of State

Purchasing Affidavit

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: TruePani Inc.

Authorized Signature: [Signature] Date: 12/18/2020

State of Florida

County of Monroe, to-wit:

Taken, subscribed, and sworn to before me this 18 day of December, 2020.

My Commission expires 5-22-21, 2022

AFFIX SEAL HERE



NOTARY PUBLIC

[Signature]
Purchasing Affidavit (Revised 01/19/2018)

Interested Party Disclosure

West Virginia Ethics Commission
Disclosure of Interested Parties to Contracts

(Required by W. Va. Code § 6D-1-2)

Name of Contracting Business Entity: True Pani, Inc Address: 220 W Jackson Ave #405
Knoxville, TN 37902

Name of Authorized Agent: Shannon Evanche Address: _____

Contract Number: CRFQ EHS21000001 Contract Description: Lead Testing in Drinking
Water at Schools and
Childcare Programs

Governmental agency awarding contract: West Virginia Purchasing Division / The Office of
Environmental Health

Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (attach additional pages if necessary):

1. Subcontractors or other entities performing work or service under the Contract

Check here if none, otherwise list entity/individual names below.

Microbac Laboratories, Inc.

2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)

Check here if none, otherwise list entity/individual names below.

Shannon Evanche
Samantha Becker

3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)

Check here if none, otherwise list entity/individual names below.

Signature: Shannon Evanche Date Signed: 12-19-2020

Notary Verification

State of FLORIDA, County of MONROE:

I, SHANNON R. EVANCHE, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this 19 day of DECEMBER, 2020

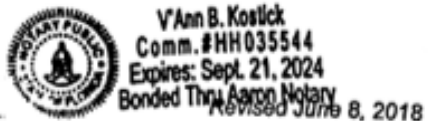
U'Ann B. Kostick
Notary Public's Signature

To be completed by State Agency:

Date Received by State Agency: _____

Date submitted to Ethics Commission: _____

Governmental agency submitting Disclosure: _____



Addendum Acknowledgement

ADDENDUM ACKNOWLEDGEMENT FORM **SOLICITATION NO.: CRFQ EHS210000001**

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

True Pani Inc.
Company

Authorized Signature
12-18-2020
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Executed General Terms and Conditions

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

 Co-Founder & CEO

(Name, Title)

Shannon Evanchec, Co-Founder & CEO

(Printed Name and Title)

220 W Jackson Ave #405 Knoxville, TN 37902

(Address)

724-584-7192 / N/A

(Phone Number) / (Fax Number)

shannon@truepani.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

TruePani Inc.

(Company)

 Co-Founder & CEO

(Authorized Signature) (Representative Name, Title)

Shannon Evanchec, Co-Founder & CEO

(Printed Name and Title of Authorized Representative)

12-18-2020

(Date)

724-584-7192 / N/A

(Phone Number) (Fax Number)

Revised 01/09/2020

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ EHS210000001

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

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TruePani Inc.

Company

 Co-Founder & CEO

Authorized Signature

12-18-2020

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 01/09/2020

Bid Type: Cost Proposal



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Centralized Request for Quote
 Public Safety

Proc Folder: 761566		Reason for Modification:	
Doc Description: TESTING FOR LEAD CONTAMINATION IN SCHOOLS		ADDENDUM 2 TO PROVIDE ANSWERS TO VENDOR QUESTIONS	
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2020-12-17	2020-12-22 13:30	CRFQ 0506 EHS210000001	3

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code: VS0000036904
Vendor Name : TruePani Inc.
Address :
Street : 220 W Jackson Ave Suite #405
City : Knoxville
State : TN **Country :** USA **Zip :** 37902
Principal Contact : (724) 584-7192
Vendor Contact Phone: (678) 379-8096 **Extension:**

FOR INFORMATION CONTACT THE BUYER

Crystal G Hustead
 (304) 558-2402
 crystal.g.hustead@wv.gov

Vendor Signature X  FEIN# 81-2958944 DATE 12/18/2020

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WEST VIRGINIA DEPARTMENT OF HUMAN SERVICES, OFFICE OF ENVIRONMENTAL HEALTH, IS SOLICITING BIDS TO ESTABLISH A CONTRACT FOR THE PURCHASE OF A CONTRACTOR TO PROVIDE TESTING FOR LEAD CONTAMINATION IN DRINKING WATER AT SCHOOLS AND CHILDCARE PROGRAMS PER THE ATTACHED DOCUMENTS.

QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO CRYSTAL.G.HUSTEAD@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Contractor to provide cloud-based software/ platform	1		\$2,632.73	\$2,632.73

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:

Spec 4.1.1 - Contractor to provide cloud-based software/platform
Estimated Annual Quantity: 1
Unit Price x Estimated Quantity=Total Price

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Managing the cloud-based software/platform	1		\$35,384.62	\$35,384.62

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:

Managing the cloud-based software/platform
Estimated Annual Quantity: 1
Unit Price x Estimated Quantity=Total Price

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Provide Test Kits and Sample Analysis	1905		\$24.88	\$47,389.93

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:

Spec 4.1.3 - Provide Test Kits and Sample Analysis
 Estimated Annual Quantity: 1905
 Unit Price x Estimated Quantity=Total Price

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Provide training, consultation, and remediation services	80		\$279.23	\$22,338.46

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:

Spec 4.1.4 - Provide training, consultation, and remediation services
 Estimated Annual Quantity: 80
 Unit Price x Estimated Quantity=Total Price

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Commodity Line deleted from solicitation				

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:

Spec 4.1.1 - Contractor to provide cloud-based software/platform
 Estimated Annual Quantity: 1
 Unit Price x Estimated Quantity=Total Price

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Commodity Line deleted from solicitation				

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:

Commodity Line deleted from solicitation

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Commodity Line deleted from solicitation				

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:
Commodity Line deleted from solicitation

INVOICE TO	SHIP TO
HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US	HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313 CHARLESTON WV 25301-1757 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Commodity Line deleted from solicitation				

Comm Code	Manufacturer	Specification	Model #
60104202			

Extended Description:
Commodity Line deleted from solicitation

SCHEDULE OF EVENTS

Line	Event	Event Date
1	TECHNICAL QUESTION DEADLINE	2020-12-04

	Document Phase	Document Description	Page
EHS210000001	Final	TESTING FOR LEAD CONTAMINATION IN SCHOOLS	6

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions