

**PROPOSAL FOR ON-SITE
MEDICAL SCREENING SERVICES**

PREPARED FOR:

**West Virginia Department of
Environmental Protection**

Submitted by:
examinetics

insightXonsite

September 18, 2006

Table of Contents

- I. Corporate Overview**
- II. Staffing**
- III. Mobile Units**
- IV. Program Administration**
- V. Quality Assurance**
- VI. Client References**
- VII. Attachments & Pricing**

I. Corporate Overview

Examinetics, Inc. is the largest provider of mobile and on-site health testing services in the United States. Examinetics provides occupational health compliance testing services, physician examinations, data management and reporting services. Corporately based in Overland Park, Kansas Examinetics operates nearly 50 mobile units nationwide while serving more than 1,300 clients at 5,000 locations nationwide.

Examinetics provides medical surveillance testing through the use of state-of-the-art, fully equipped, self-contained mobile units along with providing staff for on-site testing. All mobile facilities are custom engineered and constructed. Instrumentation aboard each mobile unit is interfaced directly with our proprietary software system. Our advanced data acquisition system has numerous built-in quality control functions. These proprietary systems and equipment interfaces are one of the many unique elements that ensure accuracy, quality and consistent data gathering and reporting.

II. Staffing

Examinetics' staff includes nurses, medical assistants and ARRT certified X-ray technologists. Initial and on-going training is conducted in the field, augmented by CAOHC and NIOSH approved courses provided throughout the year. Employees are trained with detailed, written procedures and standardized protocols. Proof of training is documented via a series of written tests and proficiency evaluations. Continuous training and performance improvement is driven by ongoing performance evaluations documented by the Unit Managers (at a minimum, each employee's performance is evaluated every six weeks).

In addition, supervisory staff from the corporate office visits each mobile unit approximately every eight weeks. During these visits, all unit personnel, including the Unit Manager, Field Maintenance Technician/Driver and crew are observed and provided with written performance feedback. Ongoing training is also facilitated by daily quality control feedback provided to the units by Examinetics Data Processing Center, with input from reviewing physicians.

III. Mobile Units

Examinetics provides medical surveillance testing nationwide through the use of state-of-the-art, fully equipped, self-contained mobile units. All mobile facilities are custom engineered and constructed. Sophisticated instrumentation is interfaced directly to a proprietary data acquisition system on-board the mobile unit. Examinetics' mobile units adhere to the most stringent specifications that are put forth by governing bodies.

All engineering, implementation and data processing are conducted by full time personnel using our own proprietary systems. The mobile units are staffed by full-time nurses and technicians and are equipped with bio-instrumentation capable of providing spirometry, EKG's, vision and tonometry, audiometry, chest x-rays and anthropometric measurements.

Features unique to Examinetics mobile units and services are as follows:

- Private testing areas to assure confidentiality.
- On-board data acquisition system to maintain quality control during data entry.
- Full-time licensed nurses, ARRT-certified X-ray technologists and medical assistants conduct testing

- On-board X-ray processing
- Ability to provide Army National Guards with data in OHM and DOEHRS
- Sophisticated data processing equipment with:
 - ⇒ In-house programming
 - ⇒ Complete computer security
 - ⇒ Data base of over 1.7 million individuals
- Interpretation of test results by board certified physicians.

Examinetics certifies that the equipment used in all medical testing is properly maintained and calibrated, and technicians who use the equipment are licensed and certified in accordance with criteria and requirements established by regulatory bodies.

IV. Program Administration

Examinetics' approach to the implementation of occupational health testing programs has been to go beyond the typical vendor relationship and forge a working partnership with our clients. Our business strategy is designed to focus all collective professional resources towards enhancing quality and value in the testing program.

Examinetics views the Department of Environmental Protection as a partner in the successful implementation and execution of the occupational health testing program. Our approach to implementation is to work with the Department of Environmental Protection to design a customized program that considers your unique challenges and desired outcomes. We strongly believe that effective implementation and communication is absolutely critical and that the investment the Department of Environmental Protection and Examinetics make is key to the ultimate success of the program.

Long-term experience in providing health testing services to over one million client employees nationwide uniquely qualifies Examinetics to effectively design, implement and manage the exam management components required for the Department of Environmental Protection. Proper experience and training of personnel, clearly understood job responsibilities, and proper supervision are critical to the success of the program.

Scheduling Procedures

After the signed agreement is received, Examinetics will contact the Department of Environmental Protection to begin scheduling test dates for mobile service. Examinetics will work with the Department of Environmental Protection to set the days and hours for testing to accommodate your employees and thereby minimize time away from the job. We recommend test dates are established 30 - 45 days in advance to allow for sufficient communication and to ensure a successful program.

V. Quality Assurance

Examinetics has a comprehensive, documented quality assurance program in place. The starting point of the quality control process is the training of our Occupational Health Specialists (OHS) and nurses on-board the mobile units. Each OHS and nurse receives at least six (6) weeks of field training in addition to their CAOHC and NIOSH Certifications before they are allowed to conduct any testing on their own.

As part of the quality control process, Examinetics has 10 Field Supervisors to oversee the work of our unit staff. Our unit staff are continually audited and evaluated on proper techniques to ensure that all testing procedures and protocols are followed. The responsibility of the Field Supervisors is to ensure professionalism of our staff and quality of the testing data. Each staff member is issued a detailed procedures manual describing proper service procedures and protocols, as well as documented instructions for client-specific requirements. Also, all staff members undergo additional training each year by our in-house medical staff, who assumes ultimate quality control responsibilities.

An integral part of the quality control process is the professional review procedures of our medical staff. Examinetics' in-house medical team will review test data to ensure accuracy and that proper reports and clearances are issued. Our staff is also available for consultation after testing is completed.

VI. Client References

**Allegheny Wood Products
Brian Woods
Clarksburg, WV
304-624-9700**

**American Woodmark
Suenette Kuykendall
Moorefield, WV
304-538-2367**

VII. Attachments & Pricing



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

Request for Quotation

RFQ NUMBER
DEP13749

PAGE
6

ADDRESS CORRESPONDENCE TO ATTENTION OF
CHUCK BOWMAN 304-558-2157

RFQ COPY
 TYPE NAME/ADDRESS HERE

SUPPLIER

Examinetics, Inc.
 Attn: Stephen O'Kane
 851 Edkin Avenue
 West Chester, PA 19382

SHIP TO

ENVIRONMENTAL PROTECTION
 DEPARTMENT OF
 OFFICE OF WASTE MANAGEMENT
 601 57TH STREET SE
 CHARLESTON, WV
 25304 304-926-0499

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/24/2006				

BID OPENING DATE: 09/19/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: CB-23</p> <p>RFQ. NO.: DEP13749</p> <p>BID OPENING DATE: 09/19/2006</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: 913-748-2121</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): Stephen O'Kane</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FERN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <u>Examinetics, Inc.</u></p> <p>DATE: <u>September 18, 2006</u></p> <p>SIGNED: <u>Stephen O'Kane</u></p> <p>TITLE: <u>Senior Sales Executive</u></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

RFQ No. DE13749**A F F I D A V I T**011**West Virginia Code §5A-3-10a states:**

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 the debt owned is an amount greater than one thousand dollars in the aggregate.

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.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions.

"Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities.

"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.

EXCEPTION:

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this 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.

LICENSING:

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

CONFIDENTIALITY:

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Examinctics, Inc.

Authorized Signature: Steve O'Kan Date: 9/18/06

**BID SCHEDULE
#DEP13749**

010

Bid Date: 09/19/2006

Opening: 1:30 pm

Item No.	Quantity	Description	Unit Price	Amount
1	85	Physical examination by a Licensed Physician	\$175.00	\$14,875
2	85	Visual Acuity Measurements	\$11.00	\$935
3	85	Audiogram	\$10.00	\$850
4	85	Pulmonary Function Screening	\$22.00	\$1,870
5	85	Electrocardiogram	\$33.00	\$2,805
6	85	Routine Urinalysis	\$14.00	\$1,190
7	85	Complete Blood Count (CBC)	\$26.00	\$2,210
8	85	Comprehensive Metabolic Panel	\$0.00	\$0
9	85	Lipid Panel	\$0.00	\$0
10	85	Hepatic Function Panel	\$0.00	\$0
11	85	Posterior and Anterior Chest X-ray (14 X 17)	\$50.00	\$4,250
12	85	EKG Stress Test	Unavailable	—
13	85	Heavy Metals	\$271.00	\$23,035
14	85	Repeat PCB Level	\$85.00	\$7,225
15	85	Serum Titer for Hepatitis A & B	\$47.00	\$3,995
16	85	Hepatitis A and/or B Booster Shot	\$47.00	\$3,995
17	85	Tetanus Vaccination	\$13.00	\$1,105
18	85	Hepatitis A Vaccination (series of injections)	\$47.00	\$3,995
19	85	Hepatitis B Vaccination (series of injections)	\$47.00	\$3,995
20	85	Prostate exam including PSA	\$22.00	\$1,870
			TOTAL	\$77,370

Vendor: Examintics, Inc.Signature: Steph O'Ka