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Solicitation Response(SR)

Dept: 0621

ID: ESR11051500000002042

Ver.: 1

Function: New

Phase: Final

Modified by batch , 11/10/2015

Header

List View

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 149538

Procurement Type: Central Master Agreement

Vendor ID: 000000166003



Legal Name: ELAB CONSULTING SERVICES INC

Alias/DBA:

Total Bid: \$104,150.00

Response Date: 11/06/2015



Response Time: 12:26

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SO Dept: 0621

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Status: Closed

Solicitation Description: ADDENDUM 2 DRUG TESTING FOR
DJS YOUTH REPORTING CENTERS

Total of Header Attachments: 0

Total of All Attachments: 0



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

State of West Virginia
Solicitation Response

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Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation No	Version
	2015-11-10 13:30:00	SR 0621 ESR11051500000002042	1

VENDOR

000000166003

ELAB CONSULTING SERVICES INC

FOR INFORMATION CONTACT THE BUYER

Crystal Rink
(304) 558-2402
crystal.g.rink@wv.gov

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	11 panel (C) Urine	5000.00000	EA	\$14.480000	\$72,400.00

Comm Code	Manufacturer	Specification	Model #
85121800			

Extended Description : Price per test of 11 panel (C) Urine
estimated annual Qty. 5000 for bid purposes only to include confirmation.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Confirmation for synthetic drugs	1500.00000	EA	\$20.000000	\$30,000.00

Comm Code	Manufacturer	Specification	Model #
85121800			

Extended Description : Price per confirmation of synthetic drugs.
estimated annual Qty 1500 for bid purposes only.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	MRO or Lab Rep as Expert Witness	5.00000	HOUR	\$350.000000	\$1,750.00

Comm Code	Manufacturer	Specification	Model #
85121800			

Extended Description : per hourly rate to include travel.
estimated annual Qty. 5-hours for bid purposes only.

Volume 1
eLab[®] Solutions Technical Proposal
for

WEST VIRGINIA
DIVISION OF JUVENILE SERVICES
REQUEST FOR PROPOSAL DJS1600000003
DRUG TESTING

Crystal Rink, Purchasing Agent

November 10, 2015



Prepared by: Angela Sparks,
Government Business Development Analyst
Huntsville, AL

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1.0 TECHNICAL PROPOSAL

ELAB®'S INNOVATIVE APPROACH FOR PROVIDING A COMPREHENSIVE DRUG TESTING PROGRAM TO THE DIVISION OF JUVENILE SERVICES

- ✓ **CONTRACT ITEMS AND MANDATORY REQUIREMENTS**
- ✓ **VENDOR CERTIFICATION/LICENSE REQUIREMENTS**
- ✓ **ORDERING, PAYMENTS, DELIVERY AND RETURNS, VENDOR DEFAULT, AND OTHER MISCELLANEOUS REQUIREMENTS**

ELAB® PROVIDES INNOVATION, RAPID DELIVERY, AND BEST COST

eLab® Solutions, Inc. is pleased to submit this comprehensive proposal to the RFP titled "Drug Testing Program". eLab® is a privately held Atlanta, Georgia based life sciences technology and laboratory services provider, historically serving the drug testing needs of criminal justice agencies, clinical reference and pain management clinics. From its beginning in 2005 with four key employees in Huntsville, Alabama, eLab® has utilized specific domain knowledge and expertise to develop and provide innovative solutions to criminal justice agencies. Now with over 150 employees, eLab® supports the needs of toxicology and general chemistry laboratories in over 20 states and still expanding, with applications for both the government and commercial sectors. eLab® Solutions operates a full spectrum laboratory in Sandy Springs, Georgia that provides drug test screenings and confirmations for over 100 different drugs. In addition to the laboratory services eLab® offers the most technologically advanced laboratory information system (QuikLIMS) to operate and maintain your drug testing program. With over 50 laboratory staff eLab® provides full confirmation testing of all drugs requested with "Next Day" service from the time your specimens reach our laboratory

This volume represents eLab®'s Technical Response to the Specifications provided by the Division of Juvenile Services (DoJS) in West Virginia in its RFP for a Drug Testing Program. Each section or paragraph in the technical proposal contains a reference in parentheses to the corresponding paragraph number in the Specification.

A separate section, Terms and Conditions, also contained in this volume, provides the necessary signed documents as required by the DoJS General Terms and Conditions section within its vendor instructions.

The last section of the technical proposal contains an Appendix and Supporting Material section containing illustrative figures, technical drawings, and background information about eLab® Solutions and its flagship product, QuikLIMS.

Under separate cover, by the instruction provided by the DoJS, eLab® has provided its Cost Proposal with completed pricing sheets as provided by the DoJS.

CONTRACT ITEMS AND MANDATORY REQUIREMENTS (3.1)

TESTING (3.1.1, 3.1.1.1, 3.1.1.2, 3.1.1.3)

(3.1.1) Screening - eLab® will provide the WV Division of Juvenile Services with necessary collection supplies, ordering provision, laboratory testing and confirmations, and reporting to allow for an 11-Panel urine screen and possible confirmation based on the requested tests and cutoffs shown in Table 1 below. Cutoffs provided are based on Addendum 1 – Question 9’s request to use Lab cutoffs only. In addition, the validity tests offered for this panel only includes Creatinine, in response to Addendum 1 – Question 6, which states that reduced pricing resulting from performing a simple validity test and visual observation for specimen adulteration will be sufficient for all but those specimens with abnormalities. Screens will be provided using one of several eLab® Beckman-Coulter AU680 Enzyme Immunoassay (EIA) analyzers. The results of these screens are reviewed and certified by eLab® qualified personnel before being delivered in report form to the requesting agency. eLab’s standard cutoffs are listed below.

Test	EIA	LC/MS
Amphetamines	500 or 1000 ng/ml	100 ng/ml
Barbiturates	200 ng/ml	50 ng/ml
Benzodiazepines	200 ng/ml	25 ng/ml
Cannabinoids	50 ng/ml	15 or 5 ng/ml
Cocaine	150 or 300 ng/ml	100 ng/ml
Opiates	300 ng/ml	25 ng/ml
Methadone or EDDP	300 ng/ml	100 ng/ml
Methamphetamines	500 ng/ml	100 ng/ml
Oxycodone	100 ng/ml	25 ng/ml
PCP	25 ng/ml	25 ng/ml
Propoxyphene	300 ng/ml	100 ng/ml
VALIDITY - Creatinine	20mg/dl	

Table 1 - Drug and Validity Tests included on WV DoJS 11-Panel

(3.1.1) Confirmations - Included in eLab®’s basic consolidated price per panel, as delivered under separate cover, and represented by Line Item 1 – 11 panel (C) Urine for a representative 5000 samples, is the cost for a single confirmation of any one positive screen. eLab®’s confirmation process can be automated using it’s QuikLIMS laboratory instrument management system to automatically execute a confirmation test based on positive screens. However, for the purpose of this proposal, ALL confirmations will need to be requested by the DoJS rather than generated automatically. Confirmation testing is performed utilizing the LC/MS/MS. LC/MS/MS is the most commonly used analytical testing method used in bioanalysis. Testing is performed using one of the following instruments the Agilent 6430, 6460 & 6490 Liquid Chromatography/Mass Spectrometry (LC/MS/MS). All confirmation testing is reviewed by and signed by the laboratory toxicologist.

Synthetic Drugs - In addition, DoJS has requested an additional consolidated price in Line Item 2 – Confirmation for synthetic drugs for a representative 1500 samples. eLab® understands that for bid purposes only, the 1500 synthetic drug confirmation will be additional testing on the already existing 5000 11-Panel samples, as stated in Addendum 1 – Question 13. For bid purposes, eLab®'s quoted price for such assumes that only ONE of the offered synthetic drug classifications (Synthetic Marijuana, K2/Spice, and Bath Salts) is confirmed. As such the consolidated cost delivered under separate cover, does NOT include the overhead of specimen supplies and delivery. As the prices for the requested synthetic tests vary greatly, eLab has offered its most expensive.

(3.1.1.1) Shipping and Supplies - Included in eLab®'s basic consolidated price per panel, delivered under separate cover, as Line Item 1 – 11 panel (C) Urine for a representative 5000 samples are the necessary provisions as shown in Table 2 – Collection and Test Requisition supplies below.

DESCRIPTION
Collection Cup 90mL White Cup with Temp Strip
Requisition Forms – Barcoded
Individual Specimen Bag
Shipping Label
UPS Lab Pack – bulk shipping container

Table 2 – Collection and Test Requisition Supplies

The shipment and delivery of samples from the DoJS collection sites, as provided below in Table 3 – Testing Locations, will utilize eLab®'s UPS Unishipper service agreement to provide for their overnight arrival at eLab®'s laboratory. The cost of such services is included in eLab®'s basic consolidated price per panel, as delivered under separate cover, and represented by Line Item 1 – 11 panel (C) Urine for a representative 5000 samples. For bid purposes, the cost of shipping is based on the assumption that DoJS will arrange for a testing schedule that ensures a minimum of 5 samples are shipped. This assumption is based on the DoJS answer to Addendum 1 – Question 15, regarding the frequency of sample testing and shipment.

Brooke / Hancock Youth Reporting Center 3551 ½ Main Street Weirton, WV 26062	Wood County Youth Report Center 1400 12th Street Vienna, WV 26105
STARS Youth Reporting Center 900 Emmett Rousch Drive Martinsburg, WV 25401	Putnam County Youth Report Center 3266 Winfield Road Winfield, WV 25213
Cabell County Youth Reporting Center 2850 5th Ave. Huntington, WV 25702	Mercer County Youth Report Center 901 Shelter Rd. Princeton, WV 24740
Marion County Youth Reporting Center 1385 Locust Avenue Fairmont, WV 26554	Tri- County Youth Report Center Boone Economic Development Center
Kanawha County Youth Reporting Center 515 Central Avenue Charleston, WV 25302	101 1st Ave. C Bldg. Madison, WV 25130
Harrison County Youth Report Center Rt. Box 285 D 69 Factory Street Clarksburg, WV 26301	Jefferson County Youth Report Center 1186 N. Mildred Street Ranson, WV 25438
	Mason Jackson Youth Report Center 758 Scenic Dr. Pt. Pleasant, WV 25550

Table 3 - Testing Locations

Additional Benefits – eLab®’s proposal to DoJS incorporates its flagship Laboratory Information Management System product, QuikLIMS, to provide rapid order entry, online viewing of sample results, and supply ordering. In addition, QuikLIMS offers significant benefits to customers in the criminal justice marketplace. These features include:

Chain of Custody – QuikLIMS makes use of bar-coded specimens and requisitions for electronic order entry. Combined with the stringent Standard Operating Procedures (SOPs) in its laboratory facilities, eLab® makes a chain of custody package available. These packages may be important in the event of test litigation. eLab® will be happy to provide details concerning delivery of chain of custody packages on request.

Random Drug Screening Schedules – QuikLIMS is equipped with a color-code randomization module that allows the user to schedule, plan and track their testing program.

Client Medications – QuikLIMS can utilize and maintain a list of client’s prescribed medications to be used along with confirmation testing. This information is vital to our certifying scientists to eliminate false positives that may affect the LC/MS analysis.

Custom Reporting - QuikLIMS provides a method for customizing reports and has numerous established reports available for use. Reporting features includes final reports, detail summary reports, agency statistics, donor trends, and detail. Final results reports are delivered to third parties by printer, internet reporting site, workstation viewing, fax, and email.

(3.1.1.2) Test Result Turnaround – eLab®’s standard turnaround for testing is 24 hours from receipt of specimen to delivery of results. As such, eLab® exceeds the minimum 72 hours requested by DoJS.

(3.1.1.3) Delivery of results – eLab®’s QuikLIMS software is configurable to provide one or more delivery paths for its customers. These paths include direct faxing, notification by email of reports viewable in QuikLIMS, delivery to an eLab® dedicated print server or NON-secure SMTP mailing. eLab® can also deliver results to a customer supplied secure ftp server. Secure e-mail is currently not available and eLab® must take exception to the requirement for delivery to a secure email address.

SUPPLEMENTAL SERVICES (3.1.1.4, 3.1.1.5, 3.1.1.6, 3.1.1.7)

(3.1.1.4) eLab®’s use of QuikLIMS provides multiple levels of redundancy to be used in the event of hardware or software failure. As shown in the illustration found in the Appendix as 6.1 – System Architecture, QuikLIMS provides triple redundancy of test and result data. In addition, these data backups exist at disparate locations to ensure against regional calamities.

(3.1.1.5) eLab® offers access to Help Desk personnel from 8:00 AM EST until 6:00 PM EST. After these hours, the DoJS may enter tickets in eLab®’s Help Desk system or send emails requesting assistance. The eLab® support team continuously monitors the Help Desk system and handles emergency needs on a priority basis.

(3.1.1.6) Training on QuikLIMS will be provided in Charleston, WV based on the schedule of the Division. Such training will include one instructor for a single 8 hour day. The cost of this training is included in our overall cost proposal, provided under separate cover (as per Instructions to Vendors – 6. Bid Submission).

(3.1.1.7) In addition to the highly qualified team of professionals at eLab we also employ a Laboratory Director

and Associate Laboratory Director to oversee the day to day operations of the lab. The staff at the laboratory will be available to answer questions concerning laboratory results, cross reactivity and confirmation testing. These same employees are available for expert testimony in regards to the validity of our laboratory processes and results. Such testimony will be provided via telephone or internet, as required by Addendum 1, Question 17 of this RFQ and to keep West Virginia's Division of Juvenile Services costs at a minimum. The identification and qualifications for these personnel are shown below.

H. HORTON MCCURDY, PHD, DABFT – LABORATORY DIRECTOR

Brings more than 30 years experience as a forensic, analytical and research toxicologist and has served as research and technical director at the GBI. He is a member of several forensic toxicology organizations and has served as president of the Society of Forensic Toxicologists and as chairman of the Toxicology Section of the American Academy of Forensic Sciences. Dr. McCurdy has more than 20 years experience as a Diplomat of the American Board of Forensic Toxicology and also served two terms as a director for the American Board of Forensic Toxicology. Dr. McCurdy is a recipient of the prestigious American Academy of Forensic Sciences R. N. Harger Award in recognition for outstanding contributions to Forensic Toxicology. He has testified in more than 500 criminal trials and has either testified or been a consultant in more than 300 civil cases.

ELIZABETH BRUNELLI – ASSOCIATE LABORATORY DIRECTOR

Contributes more than 20 years of experience in the analytical, clinical and forensic toxicology/drug testing arena with more than 10 years specifically related to the SAMHSA (Substance Abuse and Mental Health Services Administration) National Laboratory Certification Program. She is a member of the Society of Forensic Toxicologists. She has served in a key staff position in two SAMHSA certified laboratories including Associate Director/RP of ACM Medical Laboratory in Rochester, NY. Ms. Brunelli managed a Workplace Drug Testing Collector Training Program and personally trained approximately 200 collectors to ensure Federal regulation compliance.

INVOICING (3.1.1.8)

(3.1.1.8) As requested by the DoJS, eLab® will send separate invoices to designated contacts within each of the twelve collection sites listed in Table 3 above. eLab® also understands that more facilities may be added to this contract and our quoted prices will remain the same, provided that the assumptions in regard to minimum shipping size are maintained.

VENDOR CERTIFICATION/LICENSE REQUIREMENTS (3.2)

(3.2.1-3.2.4) eLab®'s wholly owned and operating testing laboratory is located in Sandy Springs, Georgia. The laboratory is licensed by CLIA, is regularly audited and accredited by COLA, and holds a Controlled Substance Registration Certificate with the DEA. Included on the following pages are copies of the relevant credentials with the exception of our DEA registration. The procedure to obtain the DEA registration has been completed by eLab® and we are waiting for the corresponding documentation to arrive. eLab® will furnish such certificate to DoJS before the contract award date.

CLIA CERTIFICATION DOCUMENT (3.2.3)

CENTERS FOR MEDICARE & MEDICAID SERVICES CLINICAL LABORATORY IMPROVEMENT AMENDMENTS	
CERTIFICATE OF ACCREDITATION	
LABORATORY NAME AND ADDRESS ELAB SOLUTIONS CORPORATION 5009 ROSWELL ROAD, ATTN ELIZABETH SANDY SPRINGS, GA 30342	CLIA ID NUMBER 11D1104723
LABORATORY DIRECTOR HOLLIS HORTON MCCURDY Ph.D.	EFFECTIVE DATE 09/28/2015 EXPIRATION DATE 09/27/2017
Pursuant to Section 353 of the Public Health Services Act (42 U.S.C. 263a) as revised by the Clinical Laboratory Improvement Amendments (CLIA), the above named laboratory located at the address shown hereon (and other approved locations) may accept human specimens for the purposes of performing laboratory examinations or procedures.	
This certificate shall be valid until the expiration date above, but is subject to revocation, suspension, limitation, or other sanctions for violation of the Act or the regulations promulgated thereunder.	
	 Karen W. Dyer, Acting Director Division of Laboratory Services Survey and Certification Group Center for Clinical Standards and Quality

91 Certs2_090115

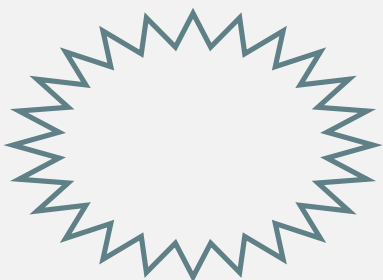
If you currently hold a Certificate of Compliance or Certificate of Accreditation, below is a list of the laboratory specialties/subspecialties you are certified to perform and their effective date:

LAB CERTIFICATION (CODE)	EFFECTIVE DATE	LAB CERTIFICATION (CODE)	EFFECTIVE DATE
VIROLOGY (140)	04/09/2015		
GENERAL IMMUNOLOGY (220)	04/09/2015		
ROUTINE CHEMISTRY (310)	07/17/2013		
URINALYSIS (320)	07/17/2013		
ENDOCRINOLOGY (330)	04/29/2015		
TOXICOLOGY (340)	07/17/2013		
HEMATOLOGY (400)	04/29/2015		

FOR MORE INFORMATION ABOUT CLIA, VISIT OUR WEBSITE AT WWW.CMS.GOV/CLIA
OR CONTACT YOUR LOCAL STATE AGENCY. PLEASE SEE THE REVERSE FOR
YOUR STATE AGENCY'S ADDRESS AND PHONE NUMBER.
PLEASE CONTACT YOUR STATE AGENCY FOR ANY CHANGES TO YOUR CURRENT CERTIFICATE.



DEA CONTROLLED SUBSTANCE REGISTRATION (3.2.2)



Registration Completed
Certificate in Transit
(To be provided before Contract Award)

ORDERING, PAYMENTS, DELIVERY AND RETURNS, VENDOR DEFAULT, AND OTHER MISCELLANEOUS REQUIREMENTS (4-8)

CONTRACT AWARD (4)

(4.2) eLab® has provided under separate cover the Pricing Pages provided by the DoJS. eLab® understands that the quantities represented are for bid purposes only. A registration error prevents eLab® from using the wvOASIS system until we receive further instructions from the wvOASIS help desk. Furthermore, the electronic document mentioned was not available for submission, per email exchange with Crystal Rink.

ORDERING AND PAYMENTS (5)

(5.1) eLab® will accept client screening orders using pre-printed bar codes on eLab® requisition forms. These forms will accompany the specimen in shipment, where eLab® personnel will enter the ordered tests. eLab®'s QuikLIMS system can also accommodate on-line secure ordering, but our offer for a paper process is intended to provide the best costing for the DoJS. eLab® will be happy to train and provide online entry instructions to the DoJS during its one-day training session.

(5.2) eLab® acknowledges and agrees with the acceptance of payments in accordance with payment procedures of the State of West Virginia.

DELIVERY AND RETURNS (6)

(6.1-6.5) eLab® acknowledges and agrees to all of the stipulations as contained in section 6 of the DoJS Specifications.

VENDOR DEFAULT (7)

(7.1-7.2) eLab® acknowledges and agrees to all of the stipulations as contained in section 7 of the DoJS Specifications.

MISCELLANEOUS (8)

(8.1-8.3) eLab® acknowledges and agrees to all of the stipulations as contained in sections 8.1-8.3 of the DoJS Specifications.

(8.4) eLab® has designated the following employee to act as the Contract Manager during the performance of this contract. This person will be available during normal business hours to address customer service or contract related issues.

Contract Manager	Angela Sparks
Telephone Number	256-715-9896
Fax Number	256-971-6813
Email Address	Angela.sparks@elabsolutions.com

2.0 TERMS AND CONDITIONS

- ✓ CERTIFICATION AND SIGNATURE PAGE (T&C)
- ✓ PURCHASING AFFIDAVIT (T&C-37)
- ✓ STATE OF WEST VIRGINIA CERTIFICATE OF AUTHORITY (T&C-31)
- ✓ WEST VIRGINIA PURCHASING DIV. REGISTRATION (Instruction-13)
- ✓ ADDENDUM ACKNOWLEDGEMENT(T&C)

The following section contains the necessary signed documents as required by the Vendor Instructions and General Terms and Conditions of the DoJS.

CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained 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.

eLab Solutions Corporation
(Company)

Clay Wilson CFO
(Authorized Signature) (Representative Name, Title)

256-337-1275 11/5/15
(Phone Number) (Fax Number) (Date)

256-97-6813 (Fax)

Revised 08/01/2015

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

MANDATE: 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 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: eLab Solutions CorporationAuthorized Signature: *Clay Whinn* Date: 10/30/2015State of AlabamaCounty of Madison, to-wit:Taken, subscribed, and sworn to before me this 5th day of November, 2015My Commission expires 5-20, 2019

AFFIX SEAL HERE

NOTARY PUBLIC

Kirby Hall Long
Purchasing Affidavit (Revised 07/01/2012)

STATE OF WEST VIRGINIA CERTIFICATE OF AUTHORITY



Certificate

*I, Natalie E. Tennant, Secretary of State of the
State of West Virginia, hereby certify that*

ELAB SOLUTIONS CORPORATION

a corporation formed under the laws of Delaware filed an application to be registered as a foreign corporation authorizing it to transact business in West Virginia. The application was found to conform to law and a "Certificate of Authority" was issued by the West Virginia Secretary of State on September 11, 2014.

I further certify that the corporation has not been revoked by the State of West Virginia nor has a Certificate of Withdrawal been issued to the corporation by the West Virginia Secretary of State.

Accordingly, I hereby issue this

CERTIFICATE OF AUTHORIZATION

Validation ID:2WV7E_DD4DS



*Given under my hand and the
Great Seal of the State of
West Virginia on this day of
November 03, 2015*

Natalie E. Tennant

Secretary of State

WEST VIRGINIA PURCHASING DIV. REGISTRATION (Instruction-13)

Prior to contract award, eLab Solutions will register with the West Virginia Purchasing Division including the payment of any applicable fees.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: DJS1600000003

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 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.

eLab Solutions Corporation
Company
Clay White
Authorized Signature
11/5/15
Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
Revised 6/8/2012

3.0 APPENDIX AND SUPPORTING MATERIALS

- ✓ COMPANY PROFILE
- ✓ SYSTEM ARCHITECTURE
- ✓ SAAS ADVANTAGES

ABOUT ELAB®

EXTREME LABORATORY SOLUTIONS

eLab® is a privately held Atlanta, Georgia based life sciences technology and laboratory services provider, historically serving criminal justice, clinical reference and pain management laboratories.

eLab® supports the needs of toxicology and general chemistry laboratories throughout the United States, with applications for both the government and commercial sectors.

SOFTWARE AND SERVICES

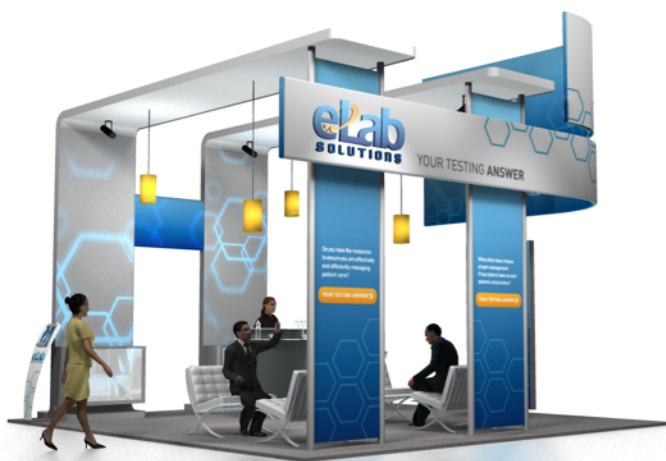
eLab® provides laboratory management software, hardware, reagents and laboratory testing services.

Services - eLab® provides its customers with consulting services on database, internet, and software application technologies, as well as laboratory training, management, and certification, and testing services that include rapid turnaround toxicology screening and confirmatory test results.

Instruments - eLab® offers a complete line of fast and fully automated bench-top and floor model random access general chemistry analyzers to address pain management patients or verifying the compliance in a criminal justice setting.

Reagents - eLab® also offers a full spectrum of chemistry reagents from Thermo Scientific and Lin-Zhi International that are FDA certified for medical billing for reliable and trouble-free performance.

Software - Most significantly, eLab® provides its QuikLIMS®, laboratory management software and laboratory testing services to criminal justice, clinical reference and pain management laboratories, to automate and advance laboratory operations, procedures, certifications, and drugs of abuse testing programs. eLab®'s suite of software and solutions manage critical test results data, automate a wide variety of instrumentation and operational procedures within clinical reference and pain management laboratories, and provides integration with third-party billing, and case management systems.



QUIKLIMS - ELAB[®]'S FLAGSHIP LIMS



QUIKLIMS[®]: EVERYTHING YOU NEED TO KNOW, ALL IN ONE PLACE

The QuikLIMS[®] Information Management System is the industry's leading web-based solution for managing all of the information related to laboratory customers and the tests and results associated with patients' use of prescribed medications, or with offenders' compliance with conditions of their incarceration or parole. QuikLIMS[®] easily integrates into existing facilities and interfaces with current analysis equipment. The software's business-focused functions can also be tailored to completely satisfy the necessities of any business model.

ONE PLACE

With QuikLIMS[®], you'll enjoy an easy-to-use interface that gives fast, secure network access to client records from multiple computers. QuikLIMS[®] utilizes industry standard security protocols for privacy and HIPAA compliance.

THE QUIKLIMS[®] INFORMATION MANAGEMENT SYSTEM PROVIDES:

- Rapid order entry
- Automated control of general chemistry analyzers
- Easy report generation and dissemination
- Remote donor check-in with multi-part collector requisition printing
- Enables division of tasks for processing patient samples while in the office
- Custom data exports for ease of third party billing
- Barcoded control system with Levey-Jennings charts for quality control
- Electronic Maintenance Logs
- Live virtual support via remote web access

OPTIONAL FEATURES*:

- Random Drug Testing Module
- Prescription Medication Database
- Multi-part patient requisition forms with barcoded tamper seals
- Electronic data transfer of screening results and donor demographics securely to confirmation lab
- Electronic integration with many Case Management Systems
- Automated import of patient demographics
- Consolidated test results from confirmation and donor labs

TECHNICAL SOLUTION DETAILS

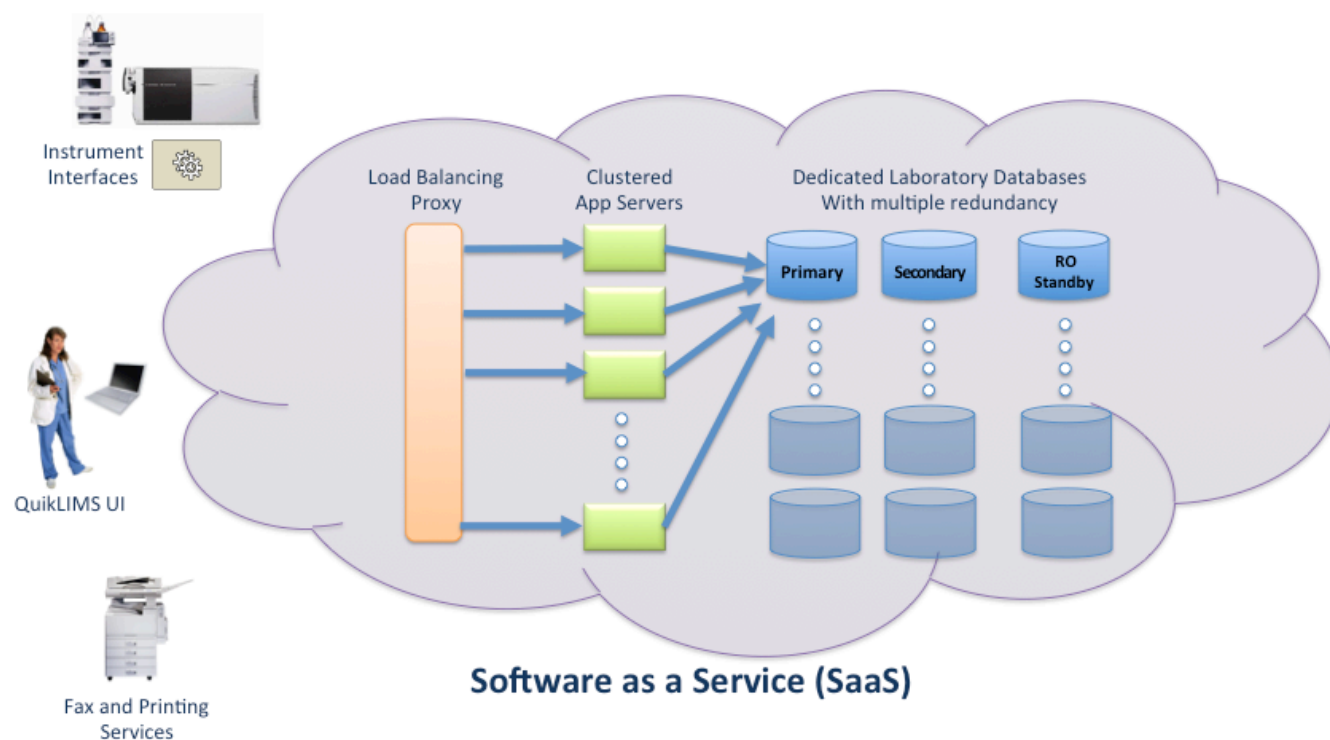


Figure 6. 1 - System Architecture

- | | |
|--|---|
| <ul style="list-style-type: none"> • Usability
Take advantage of a large user base to drive requirements | <ul style="list-style-type: none"> • Availability
Multiple redundant databases with backups and database professionals on staff |
| <ul style="list-style-type: none"> • Maintainability
Single code base means everyone gets fixed fast with less downtime | <ul style="list-style-type: none"> • Extensibility
Allows a common hub for vendor interfacing instead of point to point solutions |
| <ul style="list-style-type: none"> • Scalability
Affordable performance since we add infrastructure as needed. Capable of handling a single high volume laboratory and large numbers of POLs | <ul style="list-style-type: none"> • Security
Our IT professionals continually provide up-to-date patches, monitor logs and footprints for intrusions |

Figure 6. 2 - SaaS Advantages

Volume 2

eLab[®] Solutions Cost Proposal

for

WEST VIRGINIA

DIVISION OF JUVENILE SERVICES

REQUEST FOR PROPOSAL DJS1600000003

DRUG TESTING

Crystal Rink, Purchasing Agent

November 10, 2015

Prepared by: Angela Sparks,
Government Business Development Analyst
Huntsville, AL





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

State of West Virginia
Request for Quotation
23 - Laboratory

Proc Folder: 149538

Doc Description: DRUG TESTING FOR DJS YOUTH REPORTING CENTERS

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2015-09-29	2015-11-03 13:30:00	CRFQ 0621 DJS1600000003	1

BID RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON

WV 25305

US

VENDOR

Vendor Name, Address and Telephone Number:

eLab Solutions Corporation
610 Airport Road
Huntsville, AL 35802
256-715-9896

FOR INFORMATION CONTACT THE BUYER

Crystal Rink
(304) 558-2402
crystal.g.rink@wv.gov

Signature X

FEIN #

27-0730973

DATE

10/29/2015

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

ADDITIONAL INFORMATION:

THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA DIVISION OF JUVENILE SERVICES, IS SOLICITING BIDS TO ESTABLISH AN OPEN-END CONTRACT FOR DRUG TESTING FOR YOUTH REPORTING CENTERS ACROSS THE STATE PER THE ATTACHED.

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE JUVENILE SERVICES DIVISION OF 1200 QUARRIER ST		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
CHARLESTON	WV25301	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	11 panel (C) Urine	5000.00000	EA	\$14.48	\$72,400

Comm Code	Manufacturer	Specification	Model #
85121800			

Extended Description :

Price per test of 11 panel (C) Urine
estimated annual Qty. 5000 for bid purposes only to include confirmation.

**Price above includes exactly ONE confirmation for
any drug in the 11 panel and shipped in quantities of
greater than or equal to 5 specimens at a time.**

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE JUVENILE SERVICES DIVISION OF 1200 QUARRIER ST		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
CHARLESTON	WV25301	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Confirmation for synthetic drugs	1500.00000	EA	\$20.00	\$30,000.00

Comm Code	Manufacturer	Specification	Model #
85121800			

Extended Description :

Price per confirmation of synthetic drugs.
estimated annual Qty 1500 for bid purposes only.

**Price above includes the assumption that these tests
will be run against specimens submitted in Line Item
1 above. Since the requested specialty test is one of
the most expensive, it was used as the
representative price for this line item. A reduced cost
may be offered for other less expensive tests
specified in the RFP.**

INVOICE TO		SHIP TO	
ACCOUNTS PAYABLE JUVENILE SERVICES DIVISION OF 1200 QUARRIER ST		STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER	
CHARLESTON	WV25301	No City	WV 99999
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	MRO or Lab Rep as Expert Witness	5.00000	HOUR	\$350.00	\$1750.00

Comm Code	Manufacturer	Specification	Model #
85121800			

Extended Description :

per hourly rate to include travel.
estimated annual Qty. 5-hours for bid purposes only.

SCHEDULE OF EVENTS

Line	Event	Event Date
1	VENDOR QUESTION DEADLINE	10/20/15 2:04 PM EDT

Price above includes the assumption that no travel will be required. Testimony will be provided via telephone or internet - per state's answer to Addendum Question 17.

DJS1600000003	Document Phase Final	Document Description DRUG TESTING FOR DJS YOUTH RE PORTING CENTERS	Page 4 of 4
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ADDITIONAL TERMS AND CONDITIONS

No additional Terms and Conditions other than those stated on the preceding price sheets are offered.